



# In Sabah, Holding Onto Office Can Be as Hard as Winning It

By Barbara Crossette  
New York Times Service  
KOTA KINABALU, Malaysia — Joseph Pairin Kitingan is a man under siege.

For seven months, he has been trying to do his job of governing Sabah, on the northern tip of Borneo and one of Malaysia's wildest and remotest states. That would be challenge enough, but that is not exactly his problem.

His real problem is this: Mr. Pairin, 43, a Christian and an ethnic Kadazan, was elected chief minister of Sabah in April in an upset victory over the candidates of two Moslem-led parties. The Kadazans are one of 16 indigenous ethnic groups in this ethnically diverse parliamentary democracy.

Since then, Mr. Pairin has been the target of what he says is legal and political harassment. The legal challenge includes an effort to overturn the election results.

The outcome of the struggle between Mr. Pairin and his adversaries is viewed widely as a test of how much diversity and dissent Prime Minister Mahathir bin Mohamad will be willing to tolerate.

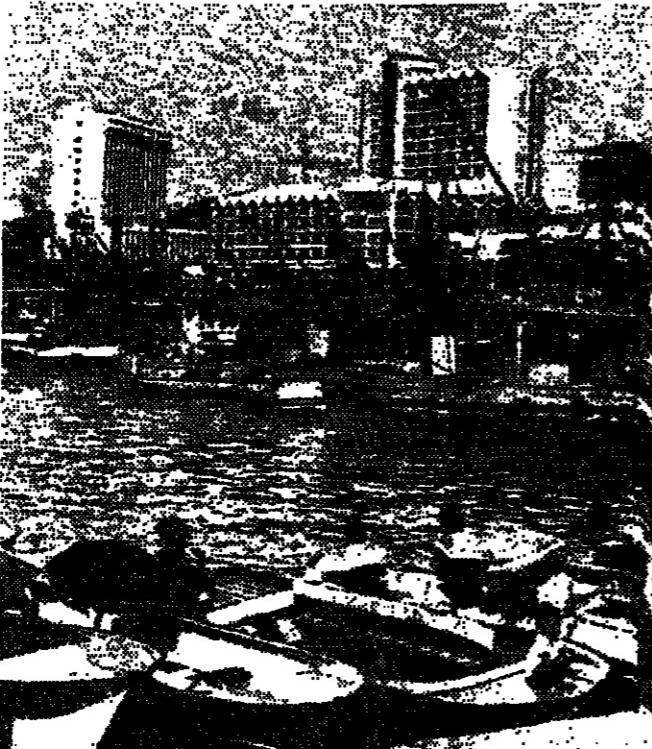
The situation is particularly tenacious for Mr. Pairin because one of the parties challenging his leadership belongs to the coalition government led by Mr. Mahathir. The prime minister, Mr. Pairin says, apparently has done nothing to restrain his Sabah colleagues.

Mr. Pairin's maverick status is a political oddity in Malaysia, where the prime minister has been working hard to pull Moslem Malays in full control of the government. Mr. Pairin leads the only state administration in opposition to Mr. Mahathir's National Front.



The New York Times

The harbor area of Kota Kinabalu, the capital of Sabah state in Malaysia, and the state's chief minister, Joseph Pairin Kitingan, who was elected in an upset victory last April.



The disaffected Sabahans also said they feared that proselytizing by Islamic preachers was intended to undermine their own ethnic and religious identities.

The problems faced by Mr. Pairin began before the election results were announced.

In the middle of the night after polling day, Mr. Harris and his predecessor, Mustapha Harun, burst into the home of the state's ceremonial governor and forced him to swear in Mr. Mustapha as the state's chief minister. A lawyer for the governor, Adnan Robert, described the ordeal as "terrifying, humiliating and exhausting."

Mr. Pairin says it was also clearly improper. Under the parliamentary system inherited from Britain, the party leader commanding the most seats in the State Assembly should have the first chance at forming a government. Mr. Pairin had 26 seats; Mr. Mustapha had 16, and Mr. Harris had 6. Since then, Mr. Pairin's margin has widened.

Although Mr. Pairin was eventually sworn in as head of government, the case was not closed. Mr. Mustapha went to court to argue that his title had been usurped. The final hearings in that lawsuit are in progress.

But Mr. Mustapha and Mr. Harris did not stop with a legal challenge.

Last summer, Mr. Pairin, gaining converts to his party, moved close to a two-thirds majority in the State Assembly and began preparing amendments to the constitution to ensure, he said, that future transfers of power were graciously and properly carried out.

His opposition countered by forcing a series of by-elections. In

three of them, the sitting Assembly members protested that their announced "resignations" were fraudulent. But the national election commission in Kuala Lumpur refused their appeals.

People of Sabah who backed Mr. Pairin and were euphoric last spring now seem stunned, saddened and angry.

The political consciousness of the Kadazans is only beginning to awaken with wider opportunities for travel and education. For many Sabahans, the election last April brought their first active involvement in politics.

What Kuala Lumpur may eventually maneuver Mr. Pairin into doing, politicians say, is to form a state coalition with one or both of the defeated Moslem-led parties.

But this, a civil servant said, would certainly create problems for Mr. Pairin among his newly militant supporters.

"We don't want a coalition," an angry young business executive said. "We want the leader we elected."

■ Chinese Party Picks Leader

Tan Koon Swan has been elected president of Malaysia's largest Chinese political party, the Malaysian Chinese Association, Agence France-Presse reported Sunday from Kuala Lumpur.

Mr. Tan, 45, received 2,715 votes or 76.9 percent of ballots cast, to 809 for Neo Yeo Fan. Mr. Neo had been the party's acting president for more than two years.

Mr. Tan's victory ended a 20-month struggle with Mr. Neo for control of the 400,000-member party, one of 11 in Mr. Mahathir's ruling coalition.

## WORLD BRIEFS

### China to Purge Party's Rural Branches

BELING (UPI) — China unveiled Monday a sweeping campaign to remove diehard Maoists and corrupt officials from rural branches of the Communist Party, the latest move in a drive to eliminate opposition to the free-market reforms of China's paramount leader, Deng Xiaoping.

A major policy statement distributed nationwide said that party members who had committed "serious mistakes" should be punished, and that "those who refuse to receive any education should be cleared out of the party organization."

The directive was published Monday on the front page of the People's Daily newspaper. It said that the latest stage of a two-year-old campaign against those resisting reform would cover more than 20 million party members in villages and townships. In two earlier stages, the campaign involved 20 million top- and middle-level party officials.

### Murder Trial Ordered in Belushi Case

LOS ANGELES (UPI) — A judge ordered Cathy Evelyn Smith's Monday to stand trial for second-degree murder in the death of the comedian John Belushi, who was found dead from an overdose of cocaine and heroin in a Hollywood hotel in 1982.

Judge James Nelson of the Los Angeles Municipal Court allowed Miss Smith, a former singer, to remain free on bail pending an arraignment Dec. 10 on the murder count and 13 counts of administering drugs.

Miss Smith's attorneys argued during a pre-trial hearing that she was only an errand runner who helped Mr. Belushi feed an insatiable drug habit.

### U.K. Newspaper Printers End Strike

LONDON (Reuters) — Printers at Britain's second-largest selling daily newspaper, The Mirror, ended a strike Monday which had threatened to close the newspaper. The printers went on strike Sunday over planned job cuts.

The publisher, Robert Maxwell, who wants to cut staff and introduce new technology, had said all publications of his Mirror Newspapers Group would shut down unless the printers accepted plans to dismiss a third of his 6,000 workers.

After talks with management Monday, printers at the Mirror and its sister papers, the Sunday Mirror and the Sunday People, agreed to end the strike and Mr. Maxwell said he was "completely satisfied" with the outcome.

### Spanish Rightists Win a Regional Vote

SANTIAGO DE COMPOSTELA, Spain (Reuters) — A rightist opposition party has won a regional election in northwestern Spain, but it failed to gain an absolute majority in the area parliament.

In the election Sunday for the autonomous parliament in the Galicia region, the rightist Popular Alliance won 41 percent of the vote, up from 31 percent in the last local election in 1981, to take 34 of the 71 seats.

The Socialists also made big gains from 1981, according to near-final results. They won 22 seats, polling 28 percent of the vote, up from 18 percent in 1981. Coalición Galega, a new conservative nationalist party, did better than had been expected, winning 13 percent of the vote.

### U.S. Military Rejects 66 in AIDS Test

WASHINGTON (AFP) — Sixty-six American youths were declared unfit for military service over the past month after tests determined that they had been exposed to AIDS, informed sources said Monday.

Under a Defense Department ruling, tests for acquired immune deficiency syndrome are compulsory for recruits. So far, 71,683 people have been tested under the regulation. A source who declined to be named said the number of recruits who had been exposed to AIDS was lower than health officials had predicted.

None of the recruits who showed a positive AIDS reaction had developed the disease, the source said.

### Ruling Party Leads Honduran Voting

TEGUCIGALPA, Honduras (UPI) — The governing Liberal Party led by a slim margin Monday in an early count of votes in the presidential election, although an opposition candidate had the largest number of votes.

Honduras has two million registered voters. With 532,000 of Sunday's ballots tallied, the ruling Liberal Party had 51 percent of the vote. The National Party, with three contenders, followed with 45 percent. Under new Honduran election rules, the winner will be the top candidate in the party that receives the most votes.

If the Liberal Party continues to lead the balloting, its top candidate, José Azcona del Hoyo, would defeat Rafael Leonardo Callejas of the National Party. Mr. Azcona has polled 127,000 votes so far and Mr. Callejas has received 212,000.

### Soweto Nurses Rehired After Ruling

JOHANNESBURG (Reuters) — A South African hospital reinstated Monday about 1,700 black student nurses and auxiliary workers who were dismissed after they protested over their pay and working conditions, their lawyer said.

The lawyer, Ismail Ayob, said the Baragwanath hospital, which serves Johannesburg's black Soweto township, allowed workers to return without loss of benefits after a Supreme Court judge ruled Monday that the dismissals were invalid.

In his ruling, Judge Richard Goldstone criticized the authorities' handling of the crisis, during which troops were called in to cook and clean at the 3,000-bed hospital. He said officials must ensure that nurses can air grievances.

Police reported more unrest Monday, with sporadic firebombings and stone-throwing in the Eastern Cape and in Soweto. No deaths or injuries were reported.

### For the Record

King Hassan II of Morocco has pardoned approximately 600 prisoners to mark Monday's observance of the prophet Mohammed's birthday, a palace statement said.

Sarit Singh Barnala, chief minister of the Indian state of Punjab and head of the main Sikh political party, the Akali Dal, won a vote of confidence Monday from party leaders in the state.

A Jewish man was stabbed in Jerusalem near the Church of the Holy Sepulchre on Monday — the fourth stabbing of a Jew in or near the Old City in two months, police said. A hospital spokesman said the man sustained moderate wounds on the head.

Western delegates rejected any state interference in the arts. They wanted the forum to promote freedom of expression and contact, to defend the cultural rights of ethnic minorities, and to remove barriers to free expression such as censorship and radio jamming.

Western delegates said around 250 proposals had been made at the forum. Neutral states and the West had wanted to attach a list of all these proposals, whether approved or not, to any final document. But the Soviet bloc rejected this.

Mr. Bettancur said a fund of \$18 million had been established to repair the large-scale damage caused by the volcanic eruption and by mud slides that it touched off.

In an apparent reference to widespread criticism that the government did not do enough to rescue victims of the eruption, Mr. Bettancur said: "It's convenient to look for someone who's guilty. But this does not mean that the most urgent thing we must do is unite in the work of salvation."

Ninety-seven persons, including Supreme Court justices, died during the takeover of the Palace of Justice and in the attack on the building by Colombian troops.

(AP, UPI)

## Shultz Cites Soviet Hint Of Afghan Flexibility

By John M. Goshko  
Washington Post Service

WASHINGTON — Secretary of State George P. Shultz has reiterated that Mikhail S. Gorbachev, the Soviet leader, gave hints at the Geneva summit talks of greater willingness to negotiate the withdrawal of Soviet forces from Afghanistan.

Appearing Sunday on a U.S. television interview program, Mr. Shultz also seemed to confirm that the Reagan administration favored resumption of covert aid to the anti-Marxist insurgents in Angola. President Ronald Reagan said as much in an interview Saturday with editors and columnists, but his remarks were said to have caught officials by surprise because covert aid is rarely discussed in public.

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## Envoy to See U.S. Officials On Hostages

The Associated Press

NEW YORK — Terry Waite, the special envoy of the archbishop of Canterbury who has been negotiating for the release of kidnapped U.S. citizens in Lebanon, arrived Monday in New York for talks with U.S. officials.

The president has not made final decisions on it," Mr. Speakes said, "but he was certainly expressing an opinion at the way he preferred to go with it."

On Afghanistan, Mr. Shultz said that it was too early to say whether a political solution could be found to the six-year war. But he said that "at least to my ear" Mr. Gorbachev "had some interesting and a little bit different kinds of things to say."

The fighting has caused heavy casualties among the 115,000 Soviet troops who are engaged in an effort to quell the resistance by Afghan guerrillas.

Mr. Shultz reiterated the U.S. view that "the principal thing is addressing the problem of Soviet troops in Afghanistan and their withdrawal." He said: "I'd like to study it more carefully."

During the Geneva meetings, U.S. officials reported a broad hint of future Soviet accommodation on Afghanistan. They said this was one of the important substantive features of the talks between Mr. Gorbachev and Mr. Reagan.

The United States has supported UN-sponsored talks that have been trying to find grounds for a negotiated settlement involving the withdrawal of Soviet troops, the establishment of a neutralist government in Kabul and the return of thousands of Afghans who have fled to Pakistan.

In Angola, insurgents led by Jonas Savimbi have been fighting for years against the Marxist government supported by Cuba and the Soviet Union. The Reagan administration is known to believe that a covert aid program would be more effective in forcing the Angolan government to negotiate with the rebels.

But covert aid is a sensitive issue in Congress, which is considering legislation to permit overt assistance to the anti-Marxist forces.

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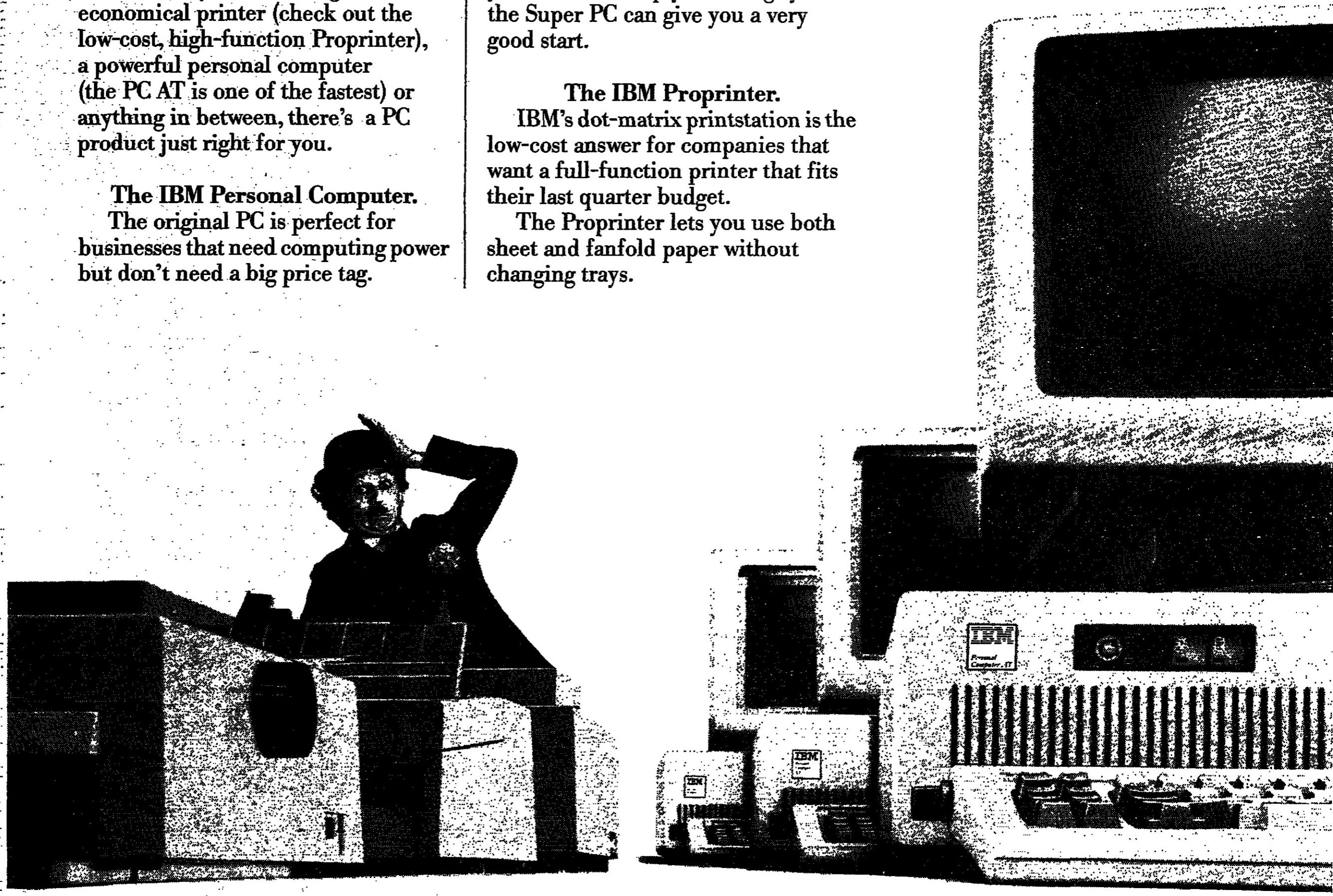
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## Mississippi Reclaims Native Son

Wright Left 'Most Racist' State to Chronicle Black Suffering

By Edwin McDowell

*New York Times Service*  
OXFORD, Mississippi — When he was 19, Richard Wright, the impoverished son of Mississippi sharecroppers, left his native soil forever, fleeing what he would later describe as "the most racist of all the American states."

Now, 58 years later, Governor Bill Allain has proclaimed Richard Wright Week from Nov. 21 to Nov. 28 in Mississippi. And the University of Mississippi sponsored a three-day symposium last week on Wright, the black writer who died in self-imposed exile in Paris in 1960, at the age of 52.

The symposium, which attracted 57 scholars from the United States, China, France, West Germany, Japan and the Ivory Coast to the university's campus, was titled "Mississippi's Native Son."

"Native Son," one of the bestsellers of Wright's 15 books, and a

best-seller soon after its publication in 1940, is a harrowing novel of black suffering and white racism in

When Richard

Wright left,

Mississippi was one

state; today

Mississippi is

another.'

— Maryemma Graham  
University of Mississippi

Chicago in the 1930s. The irony of the symposium's title was not lost on its sponsors.

Professor Ronald Bailey, director of the university's Afro-American Studies Program, noted the surprise of some of those present that the sessions were held on the very campus where only 23 years ago federal troops were sent to protect James H. Meredith when he became the first black to enroll at Ole Miss.

The sessions examined Wright's years in Chicago, where he helped organize a writers group and joined the Communist Party, his ambiva-

lence toward his native South, his literary art, his identification with ideas and movements from the Third World, and his legacy.

Mr. Bailey said that Wright had been translated into more languages than any other black American writer, and he and other scholars said that Wright's influence, because of his uncompromising protest against racism, has never been higher.

"Faulkner is considered the top Mississippi writer," said Dorothy Abbott, a member of the staff at the Center for the Study of Southern Culture on the campus, "but I would put Wright with Eudora Welty and Tennessee Williams in their international reputation. When you consider where he came from and what he achieved, his story is just remarkable."

Wright's second works in addition to "Native Son," include the autobiographical "Black Boy," written while he lived in New York and published in 1945, and three novels written after he moved to Paris in 1947: "The Outsider" (1953), "Savage Holiday" (1954), and "The Long Dream" (1958).

Wright was considered the literary godfather of Ralph Ellison, James Baldwin and other black novelists who gave voice to black suffering.

The Wright symposium owes its existence to Professor Bailey and Maryemma Graham, his wife, an as-



NYT  
Richard Wright

sistant professor in English and Afro-American studies. She said that not too many years ago, Wright himself "certainly would not have been welcomed back to Mississippi. When he left, she added, "Mississippi was one state; today Mississippi is another."

"Things are much better today," acknowledged Dr. Jessie Mosley, director of the Smith Robertson Museum and Culture Center in Jackson, on the site of what was formerly the all-black elementary school that Wright attended. "But I don't think there would be a Richard Wright tribute if it wasn't for outsiders keeping Mississippi under a microscope."

Some of the severest criticism of

## Even Among Allies, Spying Isn't Unusual

By Stephen Engelberg  
*New York Times Service*

WASHINGTON — If a U.S. Navy analyst is convicted of spying for Israel, it will be the latest of many examples of allied intelligence services' spying on one another.

Former intelligence officers say, however, that the case of the navy analyst, Jonathan Jay Pollard, is unusual because the charges involve the use of a clandestine agent rather than other methods of gathering information.

Governments are reluctant to discuss their intelligence efforts in allied countries, and they often adopt the position that such efforts violate official policy. But U.S. officials say that the Central Intelligence Agency, like its counterparts abroad, gathers sensitive information about all of the world's strategically significant countries.

The failure to predict the 1979 fall of Shah Mohammed Reza Pahlevi of Iran, one of America's closest allies in the Middle East.

Jeffrey T. Richelson, a professor at American University in Washington who specializes in intelligence matters, said that spying on allies was motivated by several factors, including the need to avoid being surprised by sudden shifts in

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&lt;p

## Opposition In Manila to Pick Single Challenger

*Agence France-Presse*

MANILA — The four leading members of the opposition have agreed that only one will challenge Ferdinand E. Marcos for the Philippines presidency, it was announced Monday.

Francisco Rodrigo, chairman of the National Unification Committee, which groups the major opposition parties, said that Salvador H. Laurel, Corazon Aquino, Jovito Salonga and Eva Estrada Kalaw had all agreed to the plan.

Analysts give the opposition a chance of winning the election if it puts up a united front. The balloting is tentatively set for Feb. 7.

Mr. Rodrigo said the four had not yet agreed on how a challenger would be selected.

Mr. Laurel heads the largest opposition bloc, the United Nationalist Democratic Organization. Mrs. Aquino is the widow of Benigno S. Aquino Jr., the opposition figure who was assassinated two years ago. Mr. Salonga and Mr. Kalaw head rival wings of the Liberal Party.

Mr. Laurel and Mrs. Aquino are considered the leading contenders.

More than 27 million Filipinos will be eligible to vote in the election for the six-year presidential term the Commission on Elections said.

The figure includes approximately 2.5 million youths who will be old enough to vote for a president for the first time. Mr. Marcos has been in office since 1965.

### A Million Supporters

Supporters of Mrs. Aquino said Monday that they had collected more than a million signatures on a petition urging her to run. The Associated Press reported from Manila.

Mrs. Aquino, who has not formally announced her candidacy, had said she would consider a draft if her backers gathered the million signatures.

Dozens of Mrs. Aquino's followers cheered in the Manila headquarters of the petition drive when Joaquin Roces, the movement's leader, wrote the figure 1,005,832 on a scoreboard.

Mr. Roces, referring to the petition effort, said, "I believe this is the first time this has ever happened in the Philippines."

Organizers said that about 3,000 volunteers spent five weeks gathering the signatures in churches, government and private offices, public markets, parks, public transportation vehicles and on the streets of Manila and the provinces.

## European Nations Meet to Discuss Refugee Policies

*Reuters*

STOCKHOLM — The United Nations High Commissioner for Refugees, Poul Hartling, met senior officials from seven West European countries on Monday in conditions of strict secrecy to discuss the flood of political refugees into Europe.

Diplomatic sources said officials from Sweden, France, Britain, West Germany, Denmark, The Netherlands and Switzerland were taking part in the meeting, at which Mr. Hartling was expected to express concern about the emergence of restrictive immigration policies.

"The meeting will explore the possibility of coordinating our approach to the growing numbers of people seeking asylum," one diplomat said.

UN officials in Geneva said the talks would center on the influx of refugees from areas such as the Middle East, and the widely differing rules applied by countries in deciding whether to grant asylum.

"Restrictive tendencies have developed in Europe," one official said, "and there is little reason to expect this trend to reverse."

Immigration has become a highly sensitive issue in several of the states involved.

Sweden, which organized Monday's talks after a UN-sponsored meeting in Geneva in May failed to produce agreement, has made it more difficult in the past year for refugees to enter.

### TRAVELLERS REASSURED 'WATER IN BOMBAY SAFE TO DRINK'

Based on his long and intimate acquaintance with Bombay our foreign correspondent writes:

"Of all the things that people drink in Bombay, water has never figured prominently.

Most prefer Tonic in Bombay, Martini in Bombay or Orange in Bombay.

Indeed, anything that one would usually mix in Bombay.

But, let me assure you, there is no need to stay clear of the water.

Those rumours

which infer that

water does not mix

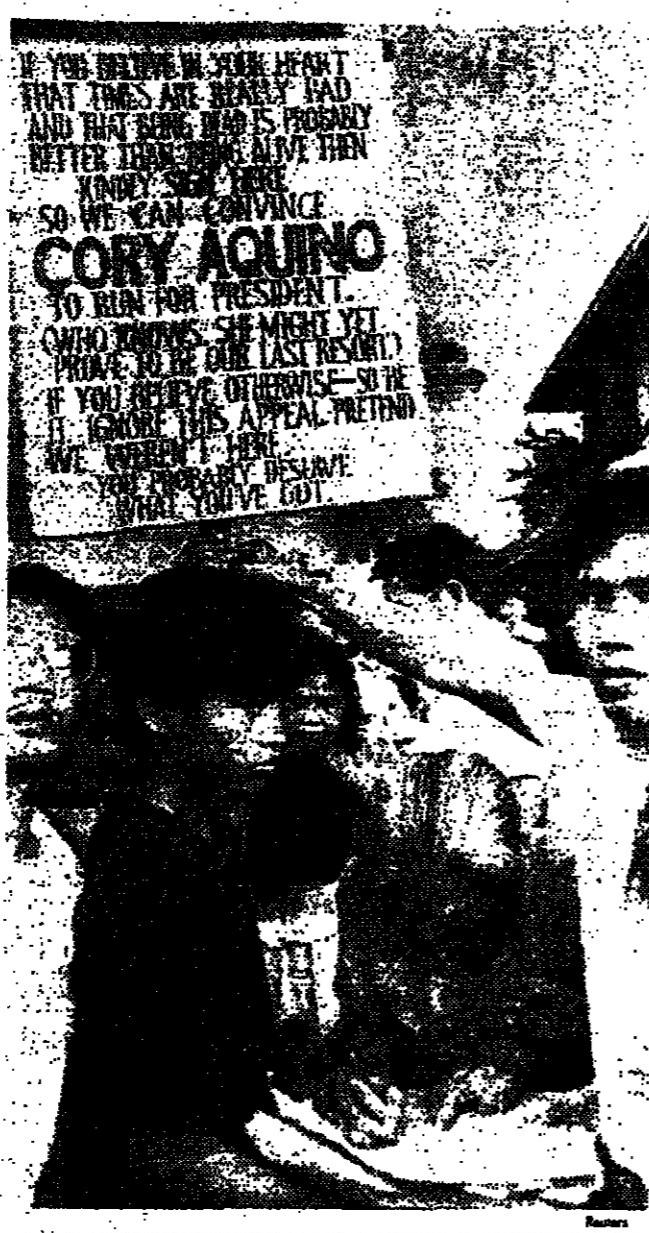
with this most

distinctive of Im-

ported London Dry

Gins are well and

truly ill-founded."



A supporter of Corazon Aquino signed a petition urging Mrs. Aquino to run for president of the Philippines.

## Newest U.S. Lobbyist for South Africa Is Aggressive, Well Paid — and Black

By Juan Williams  
*Washington Post Service*

WASHINGTON — He arrived here in 1978 with neither a college degree nor, by his admission, a dime in his pocket. After hitchhiking from Gastonia, North Carolina, he got a job sorting mail from 3 A.M. to 8 A.M.

He climbed the Republican ladder by taking jobs on Capitol Hill, and eventually landed a White House position. Today he runs his own consulting firm representing South Africa for \$390,000 a year.

His name is William A. Keyes, he is 32 and he is South Africa's newest lobbyist. He also is black.

Only one lobbyist for South Africa, John P. Sears, is paid more by Pretoria, at \$500,000. A campaign manager for Ronald Reagan in 1980, Mr. Sears claims access to top Reagan administration officials.

Mr. Keyes's chief lobbying target, unlike that of Mr. Sears, is not the U.S. government. He takes aim at black Americans who have become the core of the anti-apartheid movement in the United States.

Mr. Keyes hitchhiked to Washington in 1978. After sorting mail, he took a pay cut for a job as research assistant with a Republican study group.

He climbed the conservative ladder, working first for the American Conservative Union as a welfare policy expert. He rose to the Joint

He appeared last month on Cable News Network just after Winnie Mandela, wife of Nelson Mandela, the imprisoned leader of the African National Congress, said in a taped interview that Mr. Botha was certain not to dismantle apartheid unless the United States applied "total" sanctions against South Africa.

Bernard Shaw, interviewer on CNN's "International Hour," turned to Mr. Keyes for his reaction.

Mr. Keyes shook his head and said: "It's important that we recognize in the U.S. the reality of the ANC as a terrorist outlaw organization which has perpetrated violence primarily against innocent black people."

He left the White House and tried unsuccessfully to start a black-oriented newspaper in Washington. Then he formed Black PAC, a black Republican political action committee that financed black Republican candidates. It was slow to attract money.

Unemployed for a year, Mr. Keyes signed up for a free trip to South Africa from the South Africa Foundation, which pays Americans to take fact-finding tours of South Africa. He met twice with Louis Nel, deputy minister of foreign affairs.

The second meeting, Mr. Keyes recalls, led to a more private, dinner-table discussion of black America's role in the growing U.S. anti-apartheid movement.

After meeting later with Foreign Minister R. F. Botha, Mr. Keyes signed his \$390,000 contract in

Economic Committee of Congress while leading the fight to gain approval of nation tax credits in the District of Columbia. In 1982, he went to the White House as a low-ranking domestic policy adviser.

In two years there, Mr. Keyes found himself ignored and treated "shabbily," according to former associates. He told one person that he "hated" his White House colleagues and that they did not respect him because they saw a "black face."

He left the White House and tried unsuccessfully to start a black-oriented newspaper in Washington. Then he formed Black PAC, a black Republican political action committee that financed black Republican candidates. It was slow to attract money.

He said he had no "problem whatsoever so long as I have the opportunity to explain to people what it is that I am doing."

"One of the first things I do," he said, "is to remind people that South Africa is not just a political issue but a country that has people in it."

The question I ask people is,

"Does getting arrested out in front of the South African Embassy help solve any of those people's problems, or are there other programs we should put into effect if we really want to benefit those people?"



William A. Keyes

Washington to act as a lobbyist for South Africa.

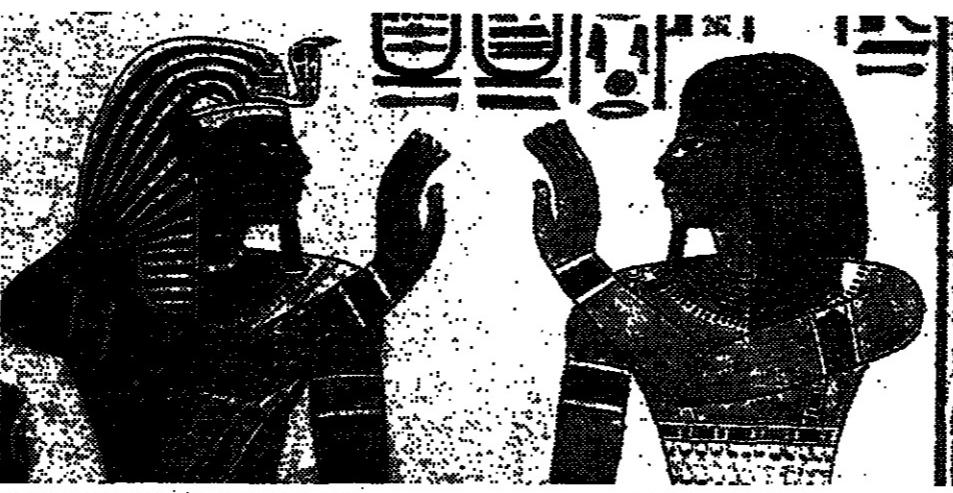
Mr. Keyes said that black businessmen have been calling to ask how they can start business deals with South Africa.

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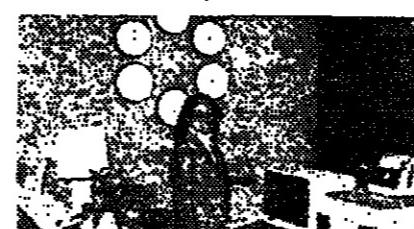
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## Courts Worldwide Are Lenient On Nuclear Theft, Study Finds

By Joanne Ormang  
*Washington Post Service*

WASHINGTON — Courts worldwide have shown "astonishing leniency" in sentencing criminals for the theft or smuggling of material used to make nuclear weapons, a leading expert on nuclear proliferation said Monday.

Leonard S. Spector, in his second annual report on world efforts to halt the spread of nuclear weapons, reported that seven cases prosecuted successfully in four countries last year involved Pakistan, which is "at the threshold of becoming a nuclear weapons state." But he said that the sentences levied totaled 15 months and the fines totaled only \$16,000.

Mr. Spector said the reason for the leniency was probably European and American desire to remain friendly with a nation opposed to the Soviet Union in a strategically important area.

He presented details of his report, entitled "The New Nuclear Nations," at a news conference.

Mr. Spector said evidence disclosed in the various trials indicated that contraband trade in "the nuclear underworld" involved mechanical devices for bombs rather than radioactive materials, and that governments rather than independent or terrorist groups were the main actors in a constant attack on the system of international safeguards.

"We're not up against a nuclear black market as such," he said. "Weapons and weapons material does not seem to be available."

These are national governments working to establish networks."

South Asia shows "the greatest

increase in the danger of proliferation over the past year," Mr. Spector said, because of "very significant" advances made by Pakistan and continuing development of weapons capacity in India.

New large research and power reactors that opened last year brought India's capacity to a level 1,000 percent greater than it had been in 1974, when it first detonated a nuclear device, he said.

Mr. Spector said that last year's nuclear activity by China, which recently signed a nuclear trade agreement with the United States, was "a step in the right direction."

China's decision to observe International Atomic Energy Agency safeguards on its exports was "a big plus," he said.

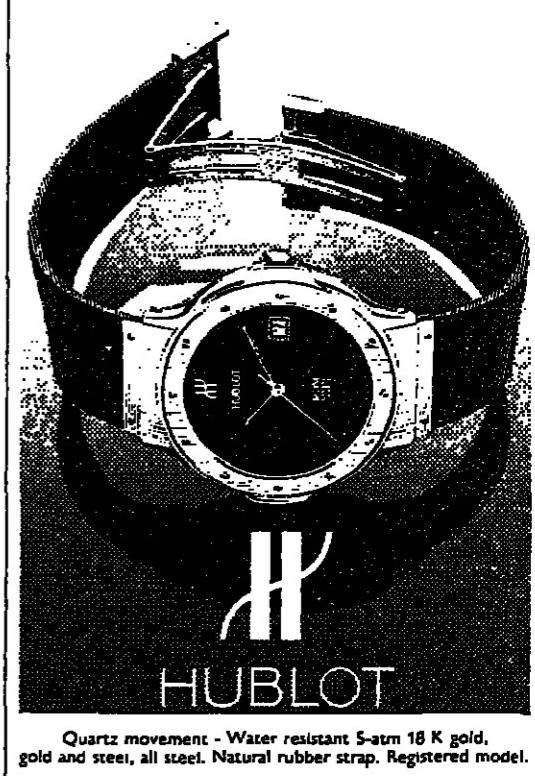
The report said that Israel "probably added one or two Nagasaki-size atomic bombs to a pre-existing nuclear arsenal of 20 to 25 aircraft-deliverable weapons."

Israel never has acknowledged possessing nuclear weapons. It has taken the position that it would never be the first nation to introduce atomic weapons into the Middle East.

Several other states are considered to have nuclear weapons, or to be near to possessing them; they include Pakistan, Israel and South Africa.

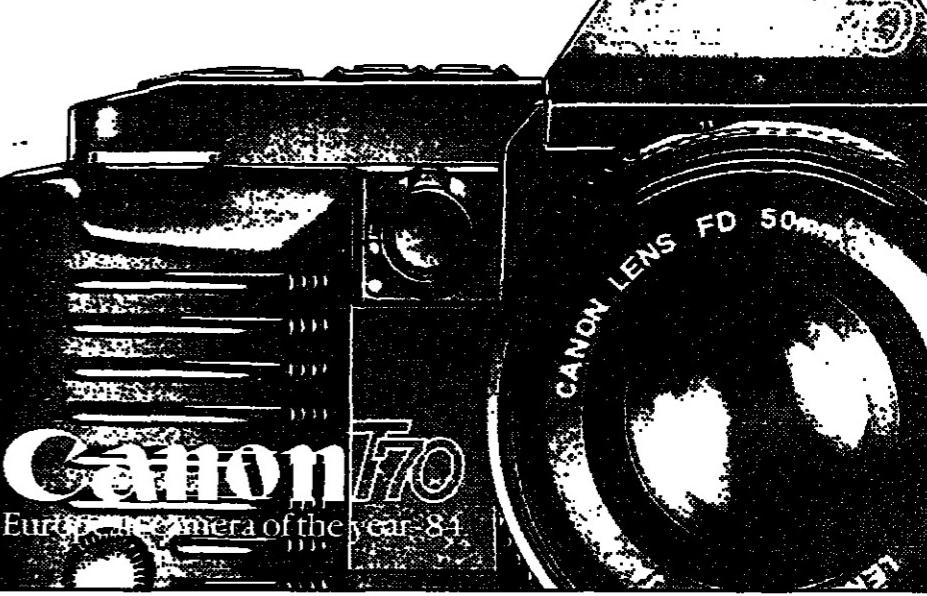


*Arfan*  
Joaillier-Horloger  
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The coupons would be distributed as part of the proposed settlement of this antitrust class action lawsuit, In re North Atlantic Air Travel Antitrust Litigation, Civ. No. 84-1013, currently pending in the United States District Court for the District of Columbia.

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## Back Down to Business

Can President Reagan capitalize on his achievement in Geneva to make a breakthrough on domestic problems? If he is clear-sighted, he will concentrate now on breaking the congressional logjam on the federal budget. He should think less about reform of the tax system, desirable though that be, and more about swing political opinion toward practical compromises that would reduce the budget deficit for the coming year and go on reducing it thereafter.

The arguments hardly need repeating. So long as America is running a deficit on its budget of around \$200 billion a year, interest rates cannot come down importantly unless private business and individuals start borrowing less — which implies a recession — or unless the Federal Reserve substantially eases monetary policy, which implies a probable resurgence of inflation, the last thing the democratic world needs. But so long as America has to keep interest rates high, it will continue to attract foreign funds, thereby keeping the dollar overvalued and American goods uncompetitive.

Reducing the budget deficit will entail a mixture of highly unpopular decisions, probably limiting immediate spending on defense and social security and raising tax burdens, which can only be accepted if ma-

ior political groups — including the administration itself — are prepared to surrender some of the entrenched positions they have taken up. They will not do this without leadership from the White House. But if ever the president was in a position to exert such leadership and deploy all his remarkable powers of persuasion, the time is now — on the descent from the summit.

New Reagan leadership should not be limited to America. The economic imbalances currently marring world prosperity need to be righted by action that transcends the United States. If all that happens is that Washington cuts its budget deficit, there could be worldwide recession. And it cannot bring the dollar down and get its foreign account into better balance unless other industrialized countries engineer enough demand in their economies to accommodate a higher flow of purchases of American goods.

It is in the interests of all the non-Communist countries to follow up the Geneva summit with action to ensure a more prosperous free-market world. President Reagan should use his new prestige to persuade his allies, inside and outside NATO, to create economic conditions that will impress a doubting world. The opportunity exists.

INTERNATIONAL HERALD TRIBUNE

## Hold Iran Accountable

Disturbed by charges of Iran's barbarous abuse of its own people, the United Nations last March ordered an inquiry by its Human Rights Commission. Iran has responded predictably. The special UN representative, Andres Aguilar of Venezuela, was barred from visiting the country and could not even elicit a reply to detailed accounts of torture and summary executions. Tehran's clerical rulers found time only to send him a boilerplate description of legal procedures. Nonetheless, Mr. Aguilar's interim report, which the General Assembly debates this week, relates Iran's defiance with a needlessly apologetic cough, making allowances for a country waging an interminable war with Iraq. The most Mr. Aguilar will say is that the allegations against Iran "cannot be dismissed as groundless."

In fact, Iran's most notorious crime predicts the war. Soon after the shah's fall in 1979, the victorious mullahs started persecuting the largest non-Islamic minority, the 300,000 Bahais. Leaders were executed, adherents denied basic rights, families dissolved and shrines vandalized. Hundreds were murdered, thousands tortured and every Bahai stigmatized as an infidel tool of Satan, Israel and the shah.

The faith's real crime is its existence. Its prophet was a Shiraz merchant who was executed for heresy in 1850. His leading disciple, known as Baha Allah, gave the faith a name and global following. It celebrates the unity of great religions, racial and sexual equality and universal education. The faith's principal shrine is in Haifa, where it has been since Palestine was an Ottoman province.

Iran's clerical tyrants consider the Bahais as an abominable offspring of Shite Islam. Their intolerance is written into the Iranian constitution, which denies Bahais the protections accorded to Christians and Jews. No United Nations inquiry is needed to establish that omission. The General Assembly can agree on a spinless report by holding Iran accountable for a crime with the stench of genocide.

— THE NEW YORK TIMES.

## Keep an Eye on China

The U.S. Senate has now voted its assent to the nuclear cooperation agreement with China. America to sell reactor technology for the purpose of generating electricity, on the explicit condition that China does not divert it to military purposes or help other countries build nuclear weapons. The principle is clear. It is the enforcement that is in dispute.

The Reagan administration says that before it issues any export licenses it will negotiate "suitable procedures" for visits and exchanges of information with the Chinese. Senator John Glenn points out that those terms imply something less than the inspections and procedures for materials accounting that have been standard in the international effort to prevent the proliferation of nuclear weapons.

Because China already possesses nuclear weapons, the administration says, it falls into a special category. In the past the Chinese sometimes seemed ready actually to promote the spread of these weapons, but in the last few years there has been some change for the better in their attitudes. The administration contends that the nuclear agreement will reinforce their commitment to a policy of restraint.

But it is also true that in the last two years there have been disquieting reports of Chinese assistance to one country with large nuclear ambitions — Pakistan — and possibly to others. At the least, this agreement sets a precedent for relaxed surveillance that will make it harder to insist on international inspection in future agreements with other countries.

Last month Mr. Glenn introduced a bill to require the administration to tighten some of the agreement's provisions. The administration opposed it on grounds that it would require renegotiation and would jeopardize the whole agreement. The foreign relations committee of the two houses acknowledged that Mr. Glenn's criticisms were not trivial, but wanted to avoid a direct collision with the administration. Working together, the committee wrote a compromise resolution that took note of Mr. Glenn's points and in effect told the administration and China that Congress will keep an eye on compliance.

That is the resolution that the Senate has passed — evidently the best that could be had. Even among Democrats there was not much inclination to defy the president on a foreign policy issue of such intricacy. We favored the tough approach but believe that the resolution is better than nothing. It at least imposes a degree of precision that the Chinese nuclear agreement unfortunately lacks.

— THE WASHINGTON POST.

## Other Opinion

### What the Summit Didn't Do

What does the Geneva summit do for the world outside the Soviet Union and the United States? Anyone who has been living in dread that a nuclear war might break out at any time will still not feel able to relax, for the nuclear weapons and their overall capacity continue to exist in both camps. The chances of mutual reduction of these arsenals have certainly not

— Neue Zürcher Zeitung (Zurich).

### FROM OUR NOV. 26 PAGES, 75 AND 50 YEARS AGO

**1910: Fear of 'Caesarism' in America**  
NEW YORK — The "World" says: "Mr. Theodore Roosevelt has a curious delusion that the fight for progressive popular government has merely begun." Rooseveltism is only one of many assaults upon progressive popular government. The New Nationalism represents reactionary, despotic government. As President Schuman of Cornell University said, it spells Caesarism in government. For the Anglo-Saxon safeguards to freedom it substitutes the European system of a centralized bureaucracy. To call the New Nationalism progressive, popular government would be like calling Russia a progressive, popular government. When Mr. Roosevelt says the fight for progressive, popular government has merely begun, he really means that his fight to gain the Presidency in 1912 has merely begun.

**1935: Insurrection Spreads in Brazil**  
RIO DE JANEIRO — A 30-day state of siege throughout Brazil was proclaimed [Nov. 25] following a Communist uprising, in which several thousand Federal troops joined the insurgents in three states in the northeast corner of the country. The port of Natal, in the state of Rio Grande do Norte, is in the hands of the rebels. Fighting between loyal troops and Communists is going on in Olinda, a few miles north of Pernambuco, and the Federal artillery is reported to be bombarding the revolutionaries. Unconfirmed reports state that Macaé, near Natal, has been taken by Communists. The Communist uprising is believed by the authorities to be part of a plot directed by Luís Carlos Prestes, who was appointed by the Comintern to stage a revolution throughout the southern continent.

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## A Summit Lesson About Limits

By Anthony Lewis

BOSTON — When we look back a few years from now, will it mean anything? Will it have earned a page of history? Not likely. And yet it will, if time has shown that it did one thing: taught the two principals something about the limits of their power.

The meeting was a failure in terms of substance. It missed an opportunity to move toward real reductions in the bloated nuclear armories of the superpowers. Both sides had called for 50-percent cuts in weapons, but the leaders could not even agree on a framework for negotiation toward that end.

What is interesting is the reaction. Despite the lack of substance, and President Reagan's care to avoid euphoria, Congress eagerly applauded his intimations of hope, his references to the need for peace.

The American public seems equally pleased to think that something was achieved in Geneva. The eagerness to applaud tells us two things about the feelings of Americans.

Firs, how deep a desire for peace there is. What President Kennedy found when he toured the country in the last summer of his life is still true: Americans yearn for concrete measures to ease the strain between the superpowers, the war psychology, the burden of weaponry.

Second, how low expectations have become. We are pleased by the atmosphere in Geneva: the minutes spent together, the fireside warmth, the handshakes, the jokes.

Yes, there is some value in atmosphere and in the human contact made. It matters that America's most doctrinaire right-wing president met a Soviet leader and concluded, as Mr. Reagan said to his cabinet: "I have to believe that ... they share with us the desire to get something done, and to get things straightened out."

He spoke of Mikhail Gorbachev with personal respect. "I think I'm some judge of acting," Mr. Reagan told reporters. "So I don't think he was acting. He, I believe, is just as sincere as we are in wanting an answer." And it is hard to dismiss Pres-

ident Reagan as soft on communism.

But all that is ephemeral unless it affects the actual policies of the two leaders. And the Geneva meeting can have had that kind of impact only if each man learned something of the other's reality, of the other system's values and commitments.

Which is to say: learned that our own country cannot unilateralisti- or the world as it wishes.

For Mr. Gorbachev, two policy areas will crucially test whether Geneva

as the Moscow Trust Group, continues. So does the harsh policy toward Jewish cultural activities as well as emigration. Mr. Gorbachev could easily send a signal by easing up.

For Mr. Reagan, the test of what he learned at Geneva will come on military-economic policy. Through five years as president he has insisted he can vastly increase spending on weapons, launch a huge space defense program and ignore the economic consequences. His own supporters in Congress have ceased to believe that. Can he still believe, after Geneva, that limitless military spend-

ing is for "beauty" or "truth"?

It is fashionable to blame the media. The media sensationalize, the media select, the media oversimplify. They do. But the most intelligent journalist can rarely be better than his sources. Editors and producers can rarely give their staffs sabatoge to brush up on Serbo-Croatian or study the finer points of Communist government. For this they rely on the academic profession, on the army of Western Sovietologists and Slavists, who nowadays are clearly divided between those who do not know how the Soviet world works and those who cannot explain it.

Someons at some time will have to sort out the vocabulary used to discuss Soviet affairs. People must be weaned off Western terminology when describing organs of the Leninist state that share only a name with Western democratic institutions.

Western comment has just about reached the point where it realizes that executive power in the Communist system resides in the Politburo, that the chief executive must be identified not as "president" or "prime minister" but as the general secretary of the ruling party. But that is as far as the discovery seems to go.

Rarely is it made clear that the ruling party is not a political party but the executive branch of government; that the state is the party's administrative branch following party commands, much as a Western civil service fulfills the instructions of a government; that ministers are secondary officials receiving orders from the relevant party departments — unless, as with Edward Shevardnadze, the minister has a second, more senior post in the party's apparatus. Soviet "democracy" means rule over the people by the party.

The big topic among Sovietologists now is "reform." Will Mr. Gorbachev make any difference? Nobody cares to explain what reform has always meant in the Russian tradition.

In a democratic system the purpose of reform is to strengthen the democratic process against encroach-

The New York Times.

## Ave, Caesar, and How About a Domestic Summit?

By Haynes Johnson

now that the president had achieved such a happy ending to his exercise in personal summit diplomacy.

Come to think of it, a better analogy for this latest Reagan political performance could be drawn from one of the president's favorite authors, Louis L'Amour, the writer of Westerns. Mr. Reagan was celebrated as the good sheriff, weary but unbowed, standing tall and modestly accepting acclaim from the cheering crowd after doing battle with an implacable adversary. The subtitles on television screens evoked an "Old West saga of good and evil." "Reagan's Return," read the words superimposed on the screen by NBC.

And all this as the president's helicopter, red light flashing, was shown winking its way through the night toward the Capitol, circling the familiar monuments bathed in soft, yellow lights and then touching down for the great reception at the Capitol.

Still, that all this stage-setting was overdone and that the achievement of the summit was quite limited in no way detracts from what Mr. Reagan did accomplish — or from the opportunity that now is his.

His speech to Congress was the finest of his presidency. Not because it was most eloquent, or delivered the most effectively, but because of his tone. Throughout, he was dignified and statesmanlike as he reported simply and convincingly on what had taken place in Geneva, and related how much remained to be done.

He was entirely realistic and, probably most important, conciliatory and generous toward the Soviets.

He made no false claims for historic breakthroughs; he did not promise, as he does so often, the inevitable happy ending; he did not minimize the difficulties and the differences that divide the United States and the Soviet Union. But neither did he attempt to cheapen ideological capital or the Soviets and seeking a more positive climate. He had the same opportunity to take the lead on the domestic front to break the budget impasse by easing his previous rigid stance.

Let him call a domestic summit of leaders of Congress; signal his willingness to accept cuts in both defense and entitlements and agree to raise taxes if necessary. The deficit would surely decline. All Americans would be the beneficiary. His political standing would soar even higher.

If he does this, he could go down as a president who led his nation into a more peaceful and prosperous period. Now, that would be a historical record of success on foreign and domestic fronts truly worthy of the acclaimed Caesar.

The Washington Post.

## Polish Isn't Russian; Russia Isn't America

By Norman Davies

PALO ALTO, California — Not long ago, when Ronald Reagan ventured the opinion that the Russian language does not possess a word for "freedom," he was up to par for presidential expertise on such matters. Gerald Ford had said that Poland did not belong to the nations dependent on the Soviet Union. Jimmy Carter's State Department interpreter in Warsaw had to be dismissed because he took Polish to be more or less the same language as Russian.

People who imagine that Mr. Gorbachev's expected economic reforms will be the first step in the direction of political relaxation or liberalization are living in cloud-cuckoo-land.

Worse still is the misperception of Soviet institutions. The KGB is widely but wrongly thought of as

equivalent of the CIA — a rather small, limited and amateur (though rich) organization in comparison.

The elaborate Leninist system of party dictatorship is equated with the omnipotent military regimes and "one-party states" of the Third World. Worst of all, most Americans seem to look at the Soviet world through the prism of U.S. domestic politics. Since certain elements of the right, such as the vested interests of big business or the fanatical prejudices of the Moral Majority, describe themselves as "anti-Communist" as a matter of principle, many decent, concerned Americans get the impression that the Communists may be on their side.

Although Moscow claims to be the leader of the world's "leftists," its attitudes are archetypally right-wing and ultraconservative. The traits that the inhabitants of Eastern Europe revere include militarism and a glorification of war that makes John Wayne look like a milk-sop Democrat; chauvinism and nationalism worthy of the John Birch Society; a sectarian ideology reminiscent of the Spanish Inquisition; and an approach to "law and order" that makes South African pass laws look gentle. Socialists, liberals and Democrats beware. It is you, not Jerry Falwell, that the KGB will consider anti-social.

The Soviet military-industrial complex is permanently established in a war footing. It enjoys an autonomous economic sector insulated from the general economy and designed to maintain its performance irrespective of the economy's performance. Mr. Gorbachev is not faced with a choice between military and civilian spending. The military gets what it needs.

Kings has traditionally had a management military machine. Ever since the days of the Grand Duchy of Moscow, Russian ingenuity has concentrated on using a third-rate economy as the base for first-class military power — and they know how to, at terrible social cost. There is no reason to think it will change.



## ARTS / LEISURE

**Little Steven Takes On Sun City**By Michael Zwerin  
*International Herald Tribune*

**P**ARIS — Miami Steve Van Zandt, also known as Little Steven, wears a babushka, beads, chains, big rings. Gypsy shirts open to the waist. His New Jersey syntax is liberally sprinkled with "like" and "man." He was Bruce Springsteen's star sideman for a decade before going out on his own in 1984. "The South African government wants people like me play there," he said. "So they were more than accommodating."

The guitarist-composer thinks maybe his Dutch name had something to do with the fact that there were no visa problems a year ago when he said he wanted to go down and "look around." Van Zandt, who says, "It was cool because I got to talk to all sides," did not like what he saw and decided to try and change the view.

He is currently traveling around Europe promoting the album "Sun City: Artists United Against Apartheid," which he conceived and co-produced. "You've got to be there to understand the incredible degradation black South Africans have to go through every day. I've always hated bullies, like the kids who beat you up because you look different than they do."

"They are basically gentle people but we are the enemy. You can see it in their eyes, like, they're asking: 'Why are you doing this to me?'"

His private visit attracted flak. "People wanted to know what I was doing there. The Dutch name did not help me in Soweto. Some people thought I was after publicity. A couple of people told me they didn't want me there, even looking.

They said, 'We want this boycott to be complete.'

"I said: 'Wait a minute, wait a minute. This is where you're wrong. Credibility doesn't work that way in America. If I can go back and talk about what I saw, that's credibility.'

He asked the various African groups he talked to if they would approve of carefully selected people performing in South Africa. Some of his own songs are about justice and solidarity. One group told him no, it was too late. They had invited Jimmy Cliff a few years ago, but now they decided they do not want anybody to break the boycott, no matter how "righteous" they may be. Van Zandt told them, "Okay. You got it man."

Ironically, "Sun City" has been criticized for having been motivated principally by whites. Both producers have made their names basically by re-working black styles. Van Zandt's band is, after all, called the Disciples of Soul. And Arthur Baker has become one of the hottest producer/engineers in the business through his use of techniques developed by Jamaican disc jockeys and dub poets.

The sound has been called "rough" and "abrasive," the subject "controversial." San Francisco's radio station KITS describes requests as "moderate." A spokesman for the Manhattan Record Shop says that the "Sun City" single is "moving slower than we thought." Radio programmers say that with Band Aid and the Farm Aid album, benefit records are flooding the market. The music director for Chicago's WBBM calls it "charity burnout."

Van Zandt says that all royalties will go to the United Nations' "Africa Fund" — a third to families of political prisoners, a third to South Africans in exile and the remaining third to anti-apartheid groups in the countries where the record is sold. Although he is contributing a good deal of his considerable energy promoting, he discounts his role: "Before the Malapoids got on the record, I said, 'Are you sure you should do this?' They said, 'Hey, listen, we have to do this record whatever the consequences, whatever extreme it leads to.'

"When somebody tells you they're ready to die to be on a record, that's commitment."

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**Sweaters and shirts... are there limits to comfort?**

One might have thought that the limits of comfort had already been reached... but now the new Lanvin collection has proved that they could be extended!

The sweaters are in cashmere, in up to 6 threads... the finest quality. They come with or without sleeves, with polo or turtle necks, and in numerous colors. The fancy sweaters are in a range of checks and match very warm country jackets, also in pure cashmere. Hand-made intarsias remain the great classics, while there is a clear trend towards cable knits, in contrasting colors or tone on tone.

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By Michelle Faul  
*The Associated Press*

**H**ARARE, Zimbabwe — Bevill Packer jumps up and down on his paper tables and dashes his paper chairs to the floor. They are often stronger than wood, he declares, and they help save trees and energy.

Packer, 70, a retired college lecturer, is a proponent of a craft he developed in the late 1970s and dubbed "appropriate paper-based technology" (APT) — making things out of waste paper.

Toddy, Packer's products, ranging from tables to toys to bowls to baskets, furnish schools and homes in rural Zimbabwe. His latest product, a paper wheelchair, is being tried out at a home for disabled children. Packer has even used scrap paper to make solar ovens with fronts made of glass collected from junk dealers.

"The beauty of it all is that all APT articles contain at least 99 percent waste paper," Packer said in an interview. Materials to make the items cost virtually nothing, their manufacture provides employment and they promote conservation.

Saving trees is of benefit in Africa, where about 80 percent of the energy is derived from wood. In Zimbabwe, many rural women spend half the day gathering firewood for cooking and deplete the forests in the process.

Three of Packer's wheelchairs, requiring only paper and paste and 12 to 20 hours of labor,

have been on trial for a month at Harare's Jairo Jiri Home for Disabled Children.

One is being used by Dardington Zambe, who has spent most of his 6 years lying on beds and floor mats. When he wanted to move, his mother had to carry him.

"The joy that little boy gets from his chair is too wonderful to see," said Packer, who was born in England and has lived in Africa for 45 years, the past 22 in Zimbabwe.

Wilson Ruvire, manager of the home, said scores of parents with disabled children are eager to acquire a Packer wheelchair. One conventional one made locally costs 400 Zimbabwe dollars (about \$240) and an imported one around 800 Zimbabwe dollars.

Packer has put no cost on his wheelchairs. He has donated the ones made so far, but he is the only person making them and hopes to train high-school students to make them for charity.

Like all APT articles, the wheelchairs are made by pasting together layer upon layer of scrap cardboard and paper. Old shoe boxes, potato bags, cereal cartons and other scraps can be pressed into flat surfaces or rolled to make such items as table legs or wheels.

The only cost is for flour to make the paste and varnish for the finishing. But Packer said craftsmen could make paste from leftovers of Zimbabwe's staple food, a thick porridge made from ground corn.

"We don't buy paint to decorate — that costs

money," Packer said. "We use pictures from old magazines, or the colors from the pictures, to make mosaics."

Children's tables are decorated with racing cars, coffee tables are adorned with wildlife scenes and children's chairs are labeled "comrade" or "commander." Other APT items include children's building blocks, hats and bags.

"The possibilities are endless," said Packer, who with his wife, Joan, runs courses at minimal cost for domestic workers and peasants. The scores of parents with disabled children are eager to acquire a Packer wheelchair. One conventional one made locally costs 400 Zimbabwe dollars (about \$240) and an imported one around 800 Zimbabwe dollars.

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"If they were taught APT, any school leaving could start earning money without any outlay at all," said Mrs. Packer.

One drawback of Packer's products is that they can deteriorate if rained on, so they are meant for use indoors or in sunny weather.

**An Alternative Carpenter in Zimbabwe**By Michelle Faul  
*The Associated Press*

**A**n Alternative Carpenter in Zimbabwe

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**A Feast of Gift Books for the Gourmet Browser**

New York Times Service

**F**RIENDLY PRESS, unpaginated; \$24.95), which stands out for its color and variety of mood and detail, even among the increasingly spectacular travelogues that improve photographic techniques.

Martin Seymour-Smith, Oxford-educated and the author of some 30 books, travels not with a camera in

athian D. Spence (Norton, 203 pages; \$65), which stands out for its color and variety of mood and detail, even among the increasingly

spectacular travelogues that improve photographic techniques.

There is doubtless news in this 3-

inch-thick book of Nobel laureates to come.

You can't trade 'em or flip 'em, but they're all here — from Larry (Yogi) Berra, No. 1 in the 1951 series of "red backs," to Darrell Evans, 792 in the 1985 series —

more than 21,000 full-color reproductions in "Topps Baseball Cards: The Complete Picture Collection: A 35-Year History, 1951-1985," foreword by Willie Mays, introduction and card history by Sy Berger, text by Frank Slocum (Warner, unpaginated; \$79.95).

Entertaining both as a glimpse of baseball's evolution and as a history of the modern bubble-gum card phenomenon. Now all we need is companion volumes from all the other companies that have been publishing baseball cards since the 19th century.

**Critics Dispute Merits Of 'Shakespeare' Poem**By Herbert Mitgang  
*New York Times Service*

**T**HE discovery of 90 lines of verse attributed to William Shakespeare was greeted with excitement by two Shakespeare scholars in the United States.

"Unless strong contradictory evidence surfaces at some point, the presumption is that the poem is by Shakespeare," said Samuel Schoenbaum, the American consultant for the Oxford University Press Shakespeare Project and the author of the recently published "Shakespeare and Others."

For travel in the New York area, there is "The Hudson River & the Highlands: The Photographs of Robert Glenn Ketchum," with an essay by James Thomas Flexner, and an afterward by Robert Glenn Ketchum (Aperture, 87 pages; \$25). These stately, straightforward nature photographs make us understand anew how an entire school of artists devoted itself to the Hudson and its captivating environs. And for travel farther afield there is "China," with photographs by Hiroshi Kubota, and a foreword by Jon

Movie books come and go, too. But while "Astaire Dancing: The Musical Films," by John Mueller (Knopf, 440 pages; \$45), is almost too full of Fred Astaire's comings and goings, in dancing circles and spectacular leaps, it does arrest one's consciousness as an extraordinary study of film art. In the particular lies the key to the general, and in the meaning of Astaire's movement, this professor of film at the University of Rochester convinces us, lies a deeper understanding of cinematic expression.

For travel in the New York area, there is "The Hudson River & the Highlands: The Photographs of Robert Glenn Ketchum," with an essay by James Thomas Flexner, and an afterward by Robert Glenn Ketchum (Aperture, 87 pages; \$25). These stately, straightforward nature photographs make us understand anew how an entire school of artists devoted itself to the Hudson and its captivating environs. And for travel farther afield there is "China," with photographs by Hiroshi Kubota, and a foreword by Jon

Two practical and appealing books on home decorating — "The Mary Gillatt Book of Color" (Little, Brown, 128 pages; \$19.95); and "Terence Conran's New Home Book" (Villard, 367 pages; \$40); Gillatt, who has written extensively on interior design, concentrates on color coordination, devoting a chapter to each important color, along with inspiring photographs of room sets. Conran, founder of the home furnishing and clothing empire that bears his name, takes you by the hand and leads you through the entire process of designing and decorating a house, whether you are starting from scratch or simply planning to provide some storage space for your wine collection.

Two unusual collections of portraits: In Paul Davis' "Faces" (

words in his work," Schoenbaum said. "There are 15 such words in this poem. He uses the word 'amoy' as a noun, 'exile' as a verb, 'inferior,' 'affair,' 'adjective.' Then there are certain words that Shakespeare often uses: 'twain,' 'wantonly.' Taylor has gone through Shakespeare's works and found a total of 73 times that these Shakespearean words were used."

"If this poem had appeared in a printed book, it might have been suspicious," he said. "Some publishers might have wanted to gain by the use of Shakespeare's name. But this poem can't make money — there's no profit motive here. This is scholarship at its best."

[Some scholars remained skeptical, the Associated Press reported.] In an interview on Saturday from his home in Washington, Schoenbaum said: "It's authentic and proved otherwise. Gary Taylor has made out a prima-facie case for it. All the evidence that is in this poem is in the handwriting of Shakespeare."

Robert Giroux, author of "The Book Known as Q: A Consideration of Shakespeare Sonnets," and chairman of the editorial board of Farrar, Straus & Giroux, said he looked forward to reading Taylor's reasons for concluding the poem is by Shakespeare. After having four of the nine stanzas read to him, Giroux commented: "A pretty poem, but by Elizabethan standards — which were very high — not superior verse. If it is Shakespeare's, I can see why he never published it. It is youthful in content, feeling and style, especially in the overuse of rhyme. Several lines, if correctly reported, are flawed. 'Fly away, pack away,' should be either 'Fly away, my away, or 'Back away, pack away,' or something like it. Compared to the maturity and subtlety of his 'Phoenix and the Turtle,' this is adolescent."

"If Shakespeare did not publish his great sonnets and, in fact, we owe them to the printer-spy, Thomas Thorpe, it's not surprising he kept this poem out of print."

Schoenbaum had a copy of the poem and Taylor's supporting 13-page document provided by Oxford University Press in New York.

"This is one of Shakespeare's occasional poems," he said. "It is artificial in the largest sense of the word. It is extremely ingenious in its rhyme scheme, it has seductive qualities, ironies, a mixture of moods, the rich complexities that you don't often find in this period. And it's different — who else could have written it if not Shakespeare?"

Schoenbaum said he found other evidence of authenticity in Taylor's supporting document and in the poem itself.

"Shakespeare often used rare

Four major choral works by the composer George Frederick Handel (1685-1759) have been found in a toy cupboard in Manchester, according to Sotheby's auction house.

Reuters reported that the manuscripts, written in 1707, were discovered by Vivienne Plummer, about 30 years after her husband put them in the cupboard as a child, a spokeswoman for the Lord's firm said.

in Zimbabwe

INTERNATIONAL  
Herald Tribune

## EUROMARKETS

A SPECIAL ECONOMIC REPORT — PART II

TUESDAY, NOVEMBER 26, 1985

Part I Appeared  
In Yesterday's Editions

Page 9

### U.S. Banks: Offshore Facilities Spread

By John M. Berry

WASHINGTON — International banking facilities, banking's version of a free trade zone, continue to proliferate in the United States and are soon expected to spread to Japan, a development that could further the internationalization of the yen.

Next month will mark the fourth anniversary of the beginning in the United States of these facilities, known as IBFs, with their total nearing \$50 billion and their assets approaching \$25 billion.

It took nearly 10 years to convince the Federal Reserve Board to allow creation of an IBF, which allows a financial institution to conduct deposit and loan business with foreign residents, including banks without being subject to reserve requirements or interest-rate ceilings. In some cases, there are state and local tax advantages, too.

A skeptical Fed required IBFs to comply with a variety of regulations, such as a minimum two-day maturity on deposits from nonbank foreign residents, designed to make sure the new operations would not affect the conduct of monetary policy or be used to get around interest-rate ceilings and reserve requirements.

"There have been no problems at all," said Sydney J. Key, the Fed's expert on IBFs. "The board was concerned at first, but the examiners have found complete compliance with all the regulations."

For instance, the examiners found that there have been few if any deposits taken from nonbank foreign residents with maturities of less than seven days, Mr. Key said. Such deposits must, in any event, generally be in amounts of at least \$10,000.

In the absence of IBFs, a substantial portion of the nearly \$250 billion in loans held by them would have been booked through offshore branches, particularly in the Caribbean.

Instead, the assets of such branches declined slightly, from \$149 billion in November 1981 to \$141 billion in July 1985, the latest figures available. Over the same period, total assets of all other foreign branches of U.S. banks rose from \$314 billion to \$322 billion, exactly offsetting the Caribbean drop.

Claims at Caribbean branches on foreign residents not associated with the lending bank fell from \$57 billion to \$47 billion.

An official at one major New York bank said its IBF operations, which are conducted entirely out of its New York City office, now account for more than 40 percent of the bank's total loan portfolio. The bank still maintains a branch in the Bahamas, he added, but the amount of business booked there is "quite small."

Initially, growth of IBFs was explosive. They had \$57 billion worth of assets at the end of their first month's operations in December 1981, with most of that total representing eligible assets shifted from foreign branches of U.S. banks, particularly in the Caribbean.

During 1982, the total rose to \$153 billion but growth began to taper off. Total assets rose to \$192 billion at the end of 1983 and \$228 billion at the end of last year. On Oct. 31, IBFs had \$241 billion in assets, down from \$248 billion at the end of September, an unusual dip.

Last March, a special committee created to advise the Japanese minister of finance on ways to increase the use of the yen as an international currency, a goal strongly being urged by the United States, recommended that Japanese banks be allowed to set up IBFs in Tokyo.

The recommendation came after the committee had closely studied the American experience. Again, a particular concern was that creation of the facilities not disrupt the conduct of monetary policy. A financial adviser at the Japanese Embassy in Washington said it was "quite likely" that the finance minister would approve the recommendation but he could not say when such approval might come.

Meanwhile, more than 300 of the IBFs in the United States have been set up by agencies and branches of foreign banks. These foreign-related IBFs held \$146 billion of the \$241 billion in assets at all IBFs at the end of last month, according to Federal Reserve figures. More than half the assets in the foreign-related IBFs were held by those associated with Japanese banks and another one-tenth or so by those associated with Italian banks. About three-fourths of all the IBF assets are held by those in New York state. There are 238 IBFs there, with 182 of them at agencies or branches of foreign banks.

However, the number of IBFs is growing rapidly elsewhere in the United States, particularly in Florida, which now has 86, and California, with 98. More than two-thirds of those in California have been set up by foreign bank branches and

(Continued on Page 13)



### Latin American Debtors Resisting IMF Terms

By William A. Orme Jr.

MEXICO CITY — In the cavernous halls of the Mexican Congress, opposition legislators from right and left could be heard chiding complaints about the debt.

A conservative congressman, accusing the government of cutting off credit to private business, said public-sector debt repayment was "strangling" the economy. A Trotskyite representative, meanwhile, urged that interest payments be redirected toward earthquake reconstruction and said Mexico's International Monetary Fund debt agreements had "turned the national economy over to the CIA."

Members of the majority Institutional Revolutionary Party defended President Miguel de la Madrid's full-payment approach to the debt issue.

Yet just a few days earlier, some pro-government unions, the backbone of the ruling party, had joined a leftist-led demonstration demanding an immediate suspension of all foreign debt payments.

Throughout Latin America, opposition is growing to IMF austerity prescriptions that have been imposed on debtor nations

A splinter group, sensing a shift in the public mood, began painting "Viva Alan Garcia" above its party emblem, a reference to the new Peruvian president's pledge to limit debt payments to 10 percent of Peru's export earnings. This was an implicit criticism of Mexico's acceptance of a servicing burden exceeding half its hard-currency income.

"The opposition is much stronger now, even within the government," said a senior Finance Ministry official. He acknowledged that resentment over the social and economic costs of debt compliance with foreign debt commitments increasingly was limiting the government's maneuvering room at home and abroad.

"We have to be much more careful, more sensitive to the political climate," he said, adding, "It's not surprising that there is resistance. We have to solve this problem somehow, but it's not going to get any easier."

The Brazilian finance minister, Dilson Funaro, less alarmed by the country's 220-percent inflation rate than by continuing industrial stagnation, recently unveiled a growth-oriented 1986 budget that he said would be adopted "with or without" IMF approval.

President Raúl Alfonsín of Argentina, praised by bankers for his anti-inflation campaign, which included the creation of a

| Debt Service as a Percentage of Exports<br>(includes interest and amortization) |       |       |       |
|---|-------|-------|-------|
|   | 1982  | 1983  | 1984* |
| Argentina   | 107.7 | 127.0 | 116.8 |
| Brazil  | 86.0  | 61.0  | 45.2  |
| Chile   | 63.6  | 59.0  | 58.3  |
| Mexico  | 71.4  | 80.6  | 54.4  |
| Peru  | 57.0  | 68.0  | 89.0  |
| Venezuela   | 27.9  | 32.6  | 30.4  |

\* Estimates

Source: Inter-American Development Bank, TBS report.

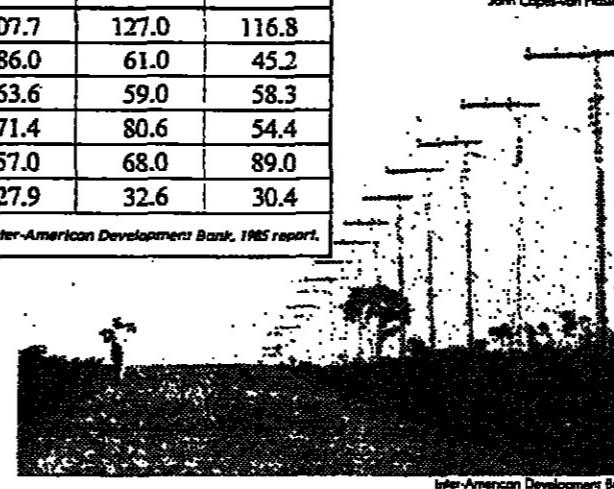
since 1982 in exchange for debt rescheduling.

Venezuela, the first big debtor to successfully resist creditor demands for an IMF accord, is now seeking a 90-day payments moratorium to conclude a \$21.2-billion rescheduling agreement. This includes an innovative "contingency clause" that would lower servicing commitments in the event of an abrupt drop in the price Venezuela gets for its oil exports.

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John Capos von Hassell



Borrowing for development has increased Latin America's debt load. Above, Honduran farmers clear ground for planting. Below, a road lined with new electricity poles in Brazil's Minas Gerais state.

new Argentine currency, insisted nonetheless that only a "political solution" could resolve the region's debt woes. And in Peru, Mr. García recently threatened to pull out of the IMF entirely and set up a "Latin American Monetary Fund."

Despite these displays of defiance, Latin America seems no closer to a resolution of the foreign debt problem than it was

(Continued on Next Page)

### Funds Raised on International Markets by Type of Instrument (in million U.S. Dollars)

|                                 | 1984      | 1985     |          |          |
|---------------------------------|-----------|----------|----------|----------|
|                                 |           | Q1       | Q2       | Q3       |
| International Bonds             | 81,717.2  | 30,822.2 | 37,724.7 | 29,894.4 |
| Foreign Bonds                   | 27,800.5  | 6,302.1  | 7,068.8  | 8,035.9  |
| Special Placements of Bonds (*) | 2,000.0   | —        | 1,000.0  | 300.0    |
| Total issues of Bonds           | 111,517.7 | 37,124.3 | 45,793.5 | 38,230.3 |
| International Bank Loans        | 53,218.8  | 11,078.4 | 13,242.8 | 17,898.6 |
| Foreign Bank Loans              | 8,760.8   | 1,908.8  | 1,355.6  | 1,601.4  |
| Other International Facilities  | 55,276.4  | 5,401.3  | 14,556.8 | 11,135.9 |
| Total Loans                     | 117,256.0 | 16,388.5 | 29,155.2 | 30,635.9 |
| Total Funds Raised              | 228,773.7 | 55,512.8 | 74,948.7 | 68,866.2 |

(\*) Issues by development institutions placed directly with governments or central banks and, as from October 1984, issues specifically targeted to foreigners.

Source: OECD.

### Swap Deals Begin to Mature With Liquid Secondary Market

By Philip Coggan

LONDON — The interest rate swap was once an exclusive product, tailor-made for the sophisticated borrower. Now, swaps are a \$150-billion-a-year industry, with a traders' club, the International Swap Dealers Association, a liquid secondary market and worldwide activity.

Experts estimate that around 80 percent of Eurobond issues are linked to a swap. "It's a mature market," said Francis Peckham, associate director of First Interstate Capital Markets. "There are now significant numbers of banks involved."

The majority of the banks in the market are American. It is estimated that of the 15 major houses that did more than \$3 billion of swap business in 1984, only one, Banque Paribas, was not from the United States.

The five leading firms, in volume terms, were Citicorp, Salomon Brothers, First Boston, Morgan Guaranty and Bankers Trust.

The basic concept of the interest rate swap is simple. Two borrowers raise money separately and then agree to make each other's interest payments. But swap market players have gradually expanded and complicated this simple idea. Swaps can now be engineered involving several currencies and among up to half a dozen counterparties, with the bank in the middle only partly fully aware of all the details.

Some banks act as swap principals, taking the deal onto their books and managing their net swaps position rather than each individual deal. Others act purely as brokers, bringing together swap counterparties. A third group follows a compromise strategy. They act as principals and then "warehouse" the swap by hedging it in the bond or futures markets until they can find a matching counterparty.

In the early stages of the market, swaps were linked to primary debt issues. Now, swaps are also used to transform existing debt. Borrowers can use the swap market to restructure their debt portfolios by switching from fixed funding to floating rate funding or from, say, dollar debt to sterling, depending on their view of future interest rate movements. If their view changes, they can reverse the swap and end up where they started.

Assets, as well as liabilities, can be swapped. "One popular strategy," explained Deirdre Duffy of Morgan Stanley, "is for investors to purchase cheap fixed-rate bonds and enter into a swap so that they make fixed-rate payments and receive a floating rate. The

return from the bonds is greater than the level of fixed-rate payments under the swap. The swap has thus allowed an investor to transform a fixed-rate investment into a floating-rate asset with an above-market return."

There is a regular swaps market in the major currencies with banks ready to quote, for example, swapping five-year Deutsche mark fixed rate into U.S. dollar floating-rate set at the London interbank offered rate.

But profitable opportunities can occur in the new markets. Early this year, there was a spate of Eurobond issues in the Australian and New Zealand dollar sectors, which created the opportunity for borrowers to swap into U.S. dollar debt at below Libor rates.

Swaps are off-balance-sheet transactions and banks are not at the moment obliged to take precautions against the possibility of default. However, if default does occur the bank may find itself paying interest on an unwanted loan at an above-market rate. Cross-currency swaps increase that risk by adding the potential for currency loss. As a result, banks are more careful about the counterparties with whom they will conduct a currency swap.

There are signs that regulatory authorities are concerned about the volume of off-balance-sheet transactions conducted by banks. The Bank of England has already imposed reserve requirements on banks conducting Euromoney business. "It's likely that at least one regulatory authority will impose reserve asset requirements for banks undertaking swap transactions," according to David Prichard, of Citicorp.

One way banks can protect themselves against default is to increase the margins charged for swapping with poorer credits. However, the margins on which the interest rate swap market operates are very thin and consequently the scope for wide credit differentiation between counterparties is limited.

"Competition means that some banks will get involved for less than a tenth of a percentage point," said First Interstate's Mr. Peckham. Such is the narrowing of margins that some banks spend little time generating what they call the "plain vanilla," or ordinary, swaps and concentrate on more complex deals where the returns are greater.

What is arguably the first case of swap default has come to court. Early this year, the Beverly Hills Savings and Loan Institution folded. Renault Acceptance was a counterparty in a swap deal involving the institution. On hearing of Beverly Hills' problems,

(Continued on Page 13)

## International Capital Markets Have Record Business Year

By Carl Gewirtz

PARIS — Champagne caskets and year-end bonuses should flow freely this year at the banks active in the international capital market. Whatever measure is used, it is already certain that 1985 will see a record-shattering volume of business.

In the Eurobond market, new-issue activity appears headed for a 64-percent increase—an estimated \$134 billion, based on the volume registered during the first 10 months of the year. The volume of foreign bonds issued in domestic markets was a more modest 3 percent.

At first glance, it would seem that the record volume of activity in the international capital markets is exactly what the banks need to help them adjust to the impact of the debt crisis. But a closer look at this year's borrowing binge raises some disturbing questions. What is behind it? And are the banks replacing one set of problems (rescheduled loans to developing countries) with a new set of equally dangerous risks?

What triggers the worries is the fact that this year's volume of capital-market business bears little relation to the real world. Business investment, international trade and economic growth are not advancing at such rates as to explain the rush to capital markets. Nor is inflation artificially swelling the numbers.

Rather, the figures indicate that borrowers are seeking to refinance existing debt—bond issues as well as bank loans—at the significantly lower cost now available.

Of course, some of this cost reduction represents the absolute decline in interest rates from the record-high levels prevailing a few years ago. But an untold part of the reduction stems from the intense competition among banks to earn fees. This has added to the liquidity of the bond market (and downward cost pressures) as the banks themselves are now much bigger takers of paper than they were, reflecting their current preference for assets that are, at least theoretically, instantly saleable—securities rather than, as in the past, medium-

(Continued on Page 12)

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## A SPECIAL REPORT ON EUROMARKETS

**A Healthier Portugal to Revert To Orthodox Markets for Funds**

By Ken Pottinger

LISBON — Portugal next year will be approaching the capital markets for \$1.4 billion to meet its 1986 gross borrowing requirements, but for the first time in several years the Republic of Portugal will largely ignore the Euromarket for sovereign funds.

However, public-sector companies, traditionally large borrowers in this market, will continue to be so probably right from the beginning of January.

This year total gross borrowing reached \$1.8 billion while the republic raised a syndicated \$400-million loan.

According to central bank economists, the radical departure from recent sovereign loan practices is the result of two major factors.

First, Portugal today is far healthier financially than at any time in the past 10 years because of a vigorous and, some claim overzealous, economic austerity program that has been applied under the tutelage of the International Monetary Fund since 1983.

(Economists point out that the austerity program was complemented by a superb three-year export performance that increased by nearly 35 percent in volume terms and helped reduce the deficit to its current, surprisingly low, levels.)

Secondly, with Portugal due to enter the European Community on Jan. 1, a range of cheap European money will become available. Direct aid and European Investment Bank funds are scheduled to pour into Portugal.

As part of the accession accord, Lisbon has negotiated an agreement whereby the community will borrow capital totaling up to one billion European Currency Units in the EC's own name, passing it on at marginal rates to Portugal over the next six years. This arrangement will significantly reduce the state's interest burden.

Carlos Pacheco Jorge, of the Bank of Portugal, the central bank, said: "We are in the position of being able to revert to traditional policies and use the orthodox capital markets for our borrowing needs."

This means that basically the Republic of Portugal will be raising bonds, issuing notes and employing similar instruments to get capital in the domestic markets of countries such as West Germany and Japan.

Portugal's foreign reserves are at their highest level in a decade, all

its 650 tons of gold are unencumbered and its current-account deficit at the end of this year is likely to be below \$150 million, down from a \$3.2-billion high at the end of 1982.

On the bleaker side has been two years of negative economic growth, a major fall last year of around 10 percent in real wages, rising unemployment and dampened domestic demand in a stagnant economy.

In view of these figures, the central bank governor, Vitor Constantino, has said that a moderate inflation program, aiming at between

**Portugal is far sounder financially than at any time in the past 10 years because of the austerity program.**

3-percent and 3.5-percent growth in gross domestic product, is feasible, bringing with it a 1986 current-account deficit of around \$600 million.

In the process he will face the political orientation of the minority government in the hands of a senior party colleague and home affairs minister, Eurico de Melo, a kind of collegiate leadership that could produce surprising results.

Foreign bankers have unanimously praised the financial turnaround made by Portugal, saying that as a result Lisbon can expect to obtain loans with greater ease and at better spreads in a competitive environment.

A banker with many years of experience in lending to Portugal said: "There has been a perceptual improvement of Portugal's image as a borrower over the past two years, which means she can arrange loans at terms and prices that are very favorable."

He said that previous difficulties faced by the central bank in repaying a lump of loan amortizations in 1984 and 1985 have been resolved. This means that Portugal would need to borrow less to meet its normal amortization program.

"The country in 1986 will have a more comfortable maturity profile," he said, referring to foreign loan levels.

Bankers have not been caught unawares over the planned borrowing strategy for next year.

"Because of the improved financial situation and the inflow of EC money, we had expected Euromarket borrowings to be sparse in 1986," said one banker. He felt, however, that there would still be good business available in refinancing the foreign debt, which totaled \$14.9 billion at the end of 1984.

The incoming Social Democratic prime minister, Anibal Cavaco Silva, 46, a British-trained economics professor, is committed to repeating the kind of minor economic miracle he brought when he was finance minister in 1979-80.

But experts warn that conditions are no longer the same and that he will have to stick very closely to a carefully controlled classic economic inflation program if he wants to avoid a repetition of the 1982 debt problems.

Mr. Cavaco Silva has appointed a strong economics team in a small technocratic cabinet.

He appears set to work closely with his financial advisers to bring about an economic transformation through the use of the budget, the national plan and EC development funds.

In the process he will face the political orientation of the minority government in the hands of a senior party colleague and home affairs minister, Eurico de Melo, a kind of collegiate leadership that could produce surprising results.

Mr. Cavaco Silva has pledged to restore business confidence, bring inflation down around 15 percent, reduce the 11-percent unemployment rate, introduce an equitable tax system attractive to investors and revise the finances of the overextended and erratically managed public sector.

Many economists believe he will start by stimulating the construction industry with a significant public-works program, which will give priority to major freeway construction, schools and housing.

For his part, the new finance minister, Miguel Cadilhe, has said that he believes in "a financial dictatorship within a democratic state."

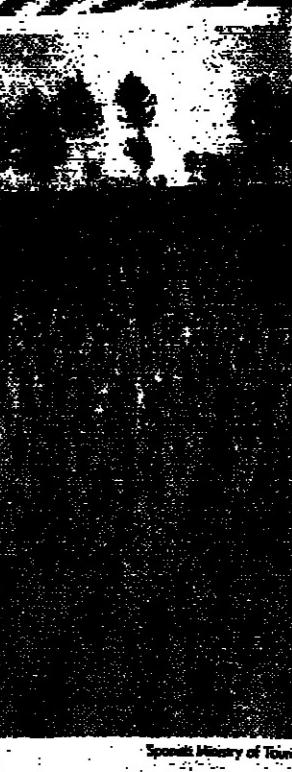
He intends to reduce the budget deficit to zero over the next four years. He said that the country's unhappy 10-year record of stop-and-go economic development must be replaced by fundamental medium-term investment for development and structural changes to meet the demands of EC membership.



Carlos Solchaga, Spain's economy and finance minister, left. Agricultural exports played an important role in delaying Spain's entry into the European Community. Above, olive groves near Jaen; at right, rice fields near Tarragona.



Spanish Ministry of Tourism



Spanish Ministry of Tourism

**Spain Enters Ranks of Sought-After Borrowers**

By Tom Burns

MADRID — At the beginning of this year the feeling among monetary and economic officials in Madrid was that Spain had turned a financial corner. Nearly a year later the hunch has strengthened. Spain, for the second consecutive year, finds itself in the enviable position of being a sought-after borrower — a situation that allows it to use its market strength to pay back debts and negotiate new ones on better terms.

The corner appeared to be rounded at the end of 1984 when Spain registered a current-account surplus for the first time since 1979. The surplus stood at \$2 billion, in stark contrast to a \$2.5-billion deficit the year before.

The turnaround was attributed to a boom in exports, which increased by 20 percent in real terms, and to record tourism receipts that were \$1 billion up on those of the previous year. A parallel surge in foreign investment lifted international reserves by \$4.6 billion to put them at \$15.7 billion at year's end.

Exports and tourism receipts after a sluggish start this year climbed briskly after the first quarter, and officials say that Spain is on target to repeat a current-account surplus of about \$2 billion.

The reserves total at the beginning of the year prompted authorities at the Finance Ministry to point out that the \$15.7-billion total was equivalent to just over half the external debt, which stood at \$29.5 billion in December 1984 and the 50-percent ratio this signified was the highest within the Organization for Economic Cooperation and Development. This ratio looks likely to continue and could be improved.

The greatest cause for rejoicing at the end of last December was that year-to-year inflation had been brought down to 9 percent. This was the first time that Spain had recorded single-digit inflation since the mid-1970s, and the 1984 figure compared more favorably with the 14.4-percent inflation rate in 1982 when the present Socialist government took power.

Continued orthodoxy on the economic front — the government has endured labor unions' criticism that its programs is " Thatcherite" — has meant that inflation is likely to be further reduced this year.

Inflation hastened its pace in the first five months of this year, rising to 10.2 percent over the previous 12 months in April, but by the third quarter it appeared well under control and the government forecast of a 7-percent rise in the consumer price index over 1985 appears to be on target.

The statistics on the reserves, on the current-account balance and on the price index have turned encouraging just at the right time, when Spain most needed an economic shot in the arm. This is so for two reasons: Next year Spain will become a full member of the European Community and, again next year, national elections are due as the four-year mandate of Felipe Gonzalez' Socialist government expires in October.

EC membership will severely test the Spanish economy. It is estimated that the tariff disarmament and the acceptance of the common ex-

ternal tariff over the seven-year transition period will effectively cut the present protection enjoyed by Spanish industrial products by half.

The Spanish economy has grown in the last 25 years in a nothouse of protectionism and it is to be suddenly exposed to the chilly economic winds of northern Europe.

In addition, the introduction of value-added tax on Jan. 1 will prompt an inflationary effect between 1 to 2 percentage points according to government officials, and 3 to 4 percentage points, according to independent economists.

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lic-sector wage rises to remain one point below the inflation forecast and is aiming to reduce the budget deficit by half a percentage point as a proportion of the gross domestic product, bringing it down to 4.3 percent.

To avoid triggering inflation is what will already, because of the wage-fixing law, be a difficult year, the central bank is likely to turn, at least in part, to increasing the treasury bill rate, circulation.

While it was crucial for the government to have Spain as finely tuned economically as possible on

the eve of EC membership it was also important to be able to claim a degree of success for its continued austerity programs as national elections loomed less than 12 months away.

The economic performance this year gave the government the necessary confidence to stick by its policies and to reject tempting calls for a "cheerful" and "electoral" budget. In the event, the 1986 budget, masterminded by Carlos Solchaga, who took over as economy, finance and trade minister from Miguel Boyer in July, is more of the same medicine.

Mr. Solchaga, who characterized his budget as "tremendously strict," has cut back sharply on public spending, has programmed pub-

lic spending to remain one point below the inflation forecast and is aiming to reduce the budget deficit by half a percentage point as a proportion of the gross domestic product, bringing it down to 4.3 percent.

Bankers see as especially worrisome the growing resistance in Mexico to the government's commitment to full and prompt debt payment. Considered until recently as a model debtor, Mexico consistently has opposed suspension and looked askance on interest caps and other proposed service-constraining mechanisms.

But Mexico is gradually shifting its stance. Since the Sept. 19 earthquake demolished \$4 billion worth of schools, hospitals, houses of offices and public services, the conservative business community has

been pushing for a more tolerable fraction of export earnings.

Based on the earthquake, Mexico may finally harden its position. On Aug. 25, in New York, Finance Minister Jesus Silva Herzog gave a clear warning to Mexico's creditors as he signed what was said to be the largest single loan agreement in commercial banking history, a 14-year refinancing of half of Mexico's \$25-billion debt.

The accord was heralded by pronouncements as a blueprint for the resolution of the debt crisis.

**Latin American Debtors Resist IMF Terms**

(Continued From Previous Page) an official said. "Until now, it has been treated as simply a financial matter, and that approach obviously isn't working."

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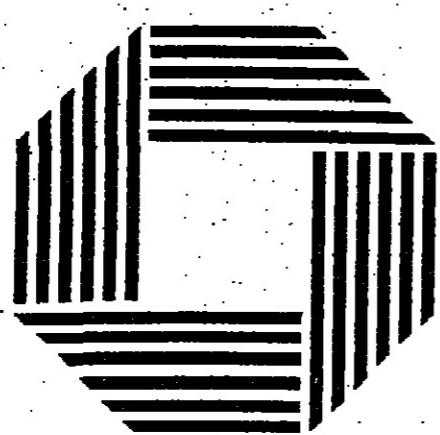
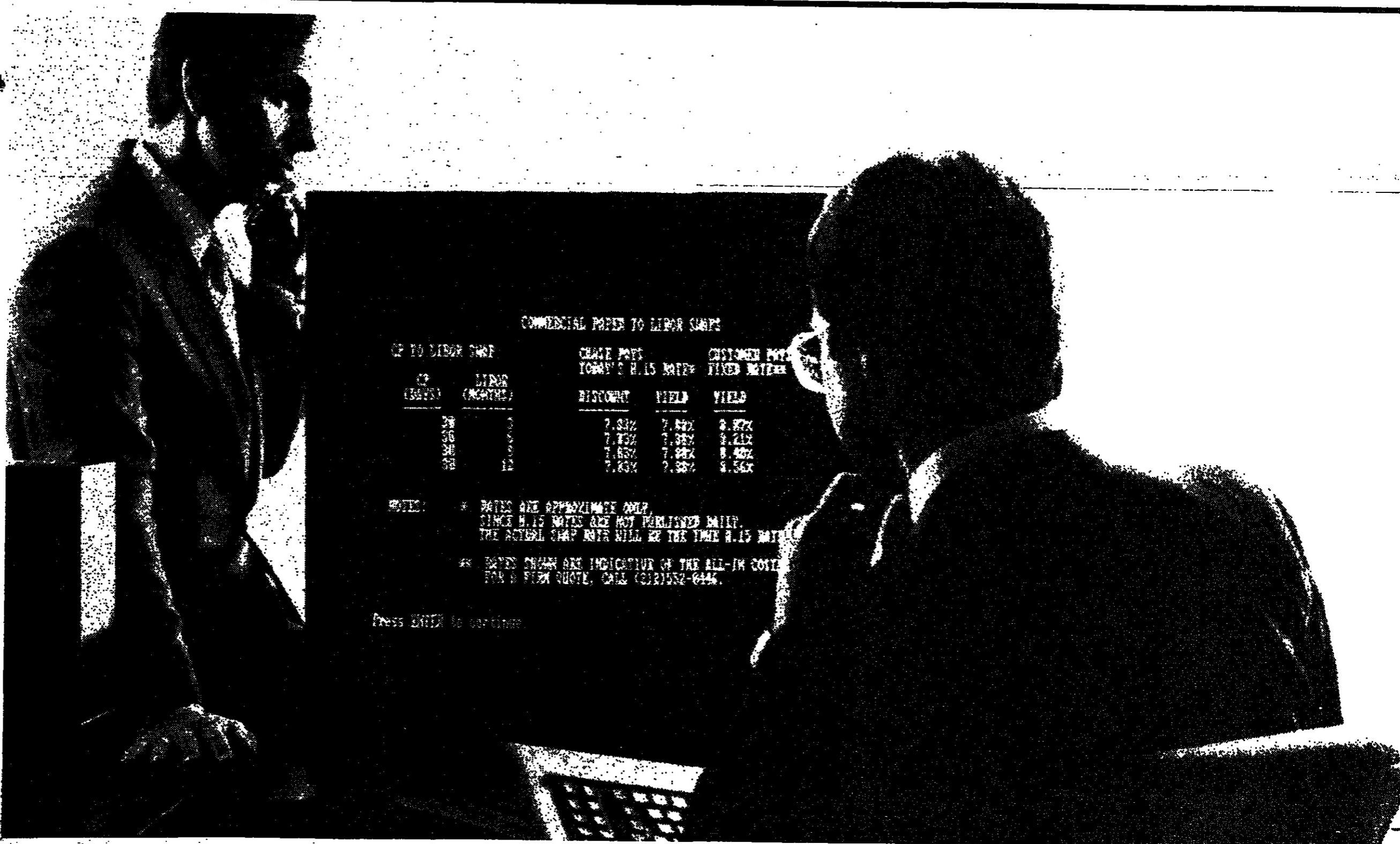
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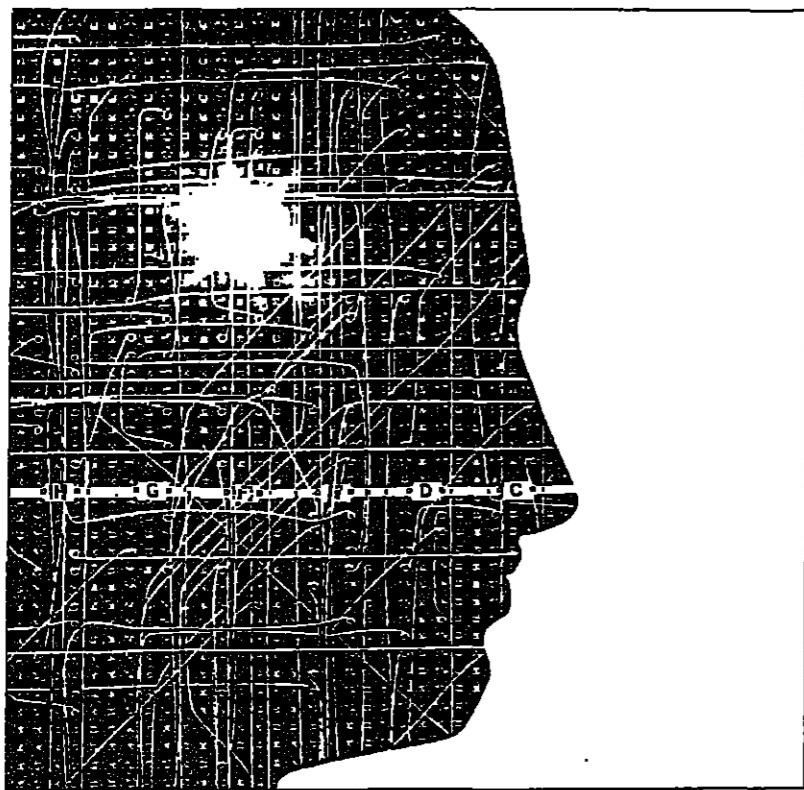


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## A SPECIAL REPORT ON EUROMARKETS

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## Luxembourg Bucks World Debt Crisis

By Edward Roby

LUXEMBOURG — When the international debt crisis caught up with the free-wheeling Eurocredit market almost four years ago, Luxembourg's future as an offshore financial center suddenly looked clouded.

Traditional syndicated lending, which had been a mainstay of the financial center's rapid growth in the 1970s — the period of massive recycling of petrodollars — received a numbing shock from which it has not yet recovered.

Problem borrowers were kept away from the lending windows, leaving the banks to scramble for the business of the remaining first-class addresses that could afford to be selective. The resulting margin squeeze was compounded by stiffening competition, not only from London and the international banking facilities in the United States but also from the new Asian dollar banking centers.

Aroused regulatory authorities, meanwhile, began cracking down on some of the liberal lending ways of the past. Even in tolerant Luxembourg, the Institut Monétaire Luxembourgeois was brought into being with oversight powers that made it look suspiciously like the beginning of a Luxembourg central bank.

Not surprisingly, banking business volume in Luxembourg has spent the first half of this decade in what is politely called a consolidation phase. The combined foreign assets of the center's banks have simply stagnated around \$84 billion the past two years, down from a peak of \$89 billion in the pivotal year of 1982.

But consortial lending activity and bank balance sheets tell only part of the story. In many other ways, the Luxembourg banking community has been coping quite successfully with the continuing profound shift in the structure of the vast \$2.2-trillion Euromarket.

Luxembourg is still clinging to its place behind London and Paris as Europe's No. 3 financial center, with a Eurocurrency market share of just under 10 percent. And it remains the premier center for Euro-DM transactions.

The number of foreign banks represented in the Grand Duchy at mid-1983 reached a record 118, a clear sign that there is still plenty of money to be made.

"We have reached cruising altitude where we are both comfortable and highly profitable," one

Luxembourg banker remarked in answer to all the talk about stagnation and decline.

The robust bottom line is, in fact, the perfect respite for some of Luxembourg's rivals and detractors. Astonishingly, the financial center recorded its two most profitable years in 1983 and 1984, despite the turmoil in the Euromarkets.

Combined bank earnings before taxes and reserve allocations rose to 68.7 billion Luxembourg francs (\$1.3 billion) in 1983 from 57.3 billion francs in 1982 and slipped only slightly last year to 67.5 billion francs. Average yield on assets retrenched to a still respectable 0.98 percent last year after the 1983 high of 1.1 percent.

Just how this feat was accomplished remains something of a Swiss-like banking secret. But Klaus Zapf, managing director of Compagnie Luxembourgeoise de la Dresdner Bank AG, which even managed to top its good 1983 results last year, said the key was finding cheaper refinancing sources and new ways to make money.

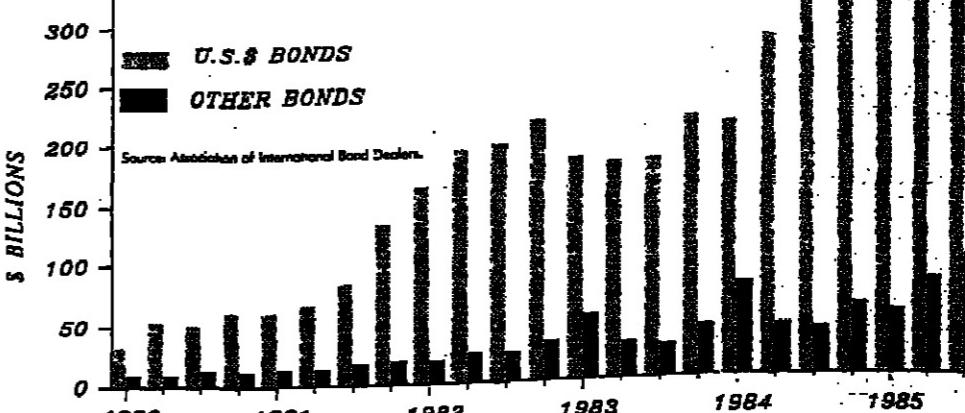
Very little of the profits earned by the German banking group in Luxembourg, however, is being repatriated to the parent banks in West Germany. The bulk of it is being plowed back into untaxed risk reserves these days and probably for the foreseeable future.

Confronted by high risks and pinched spreads in Eurobonding, the Luxembourg banks made an intense effort to diversify their business and tailor their services to the needs of client firms and private customers. The aim, said Werner Blessing, who sits on the board of both the Deutsche Bank and its market-leading Luxembourg unit, was "to eliminate cheap credit and shift to businesses that do not tie up capital."

Takeovers loans to the U.S. oil companies helped boost the volume of Eurocredit last year to \$112 billion from \$74 billion in 1983, but standard, internationally syndicated Euroloans were down again. Only about \$30 billion appeared to be new lending while most borrowers were taking advantage of favorable market conditions to restructure existing debt.

The important Eurobond market, however, continued its expansion. Total issue volume climbed to \$107 billion from \$76 billion in 1983. Around \$60 billion involved new Eurobonds, up 63 percent from \$49 billion in 1983.

## EUROBOND MARKET TURNOVER



## Global Capital Markets Post Record Volume

(Continued From Page 9)  
term loans that were on their books until repaid.

At the same time, it has sparked a contest in financial engineering between swaps — interest rates, currency rates or both — are used to effect a lower cost of borrowing than could otherwise be achieved.

Salomon Brothers, for example, estimates that some \$20 billion of this year's business will be related to currency swaps. Interest rate swaps account for at least as much, but most likely more.

The rush for cheaper financing is shown in the latest data published by the OECD. Early redemptions of bond issues so far this year totals \$13.2 billion, about a seventeenfold increase from the \$90 million of last year.

Substantial prepayments of bank loans — not easily measured — have also been financed in the bank market. Meanwhile, renegotiation and refinancing of bank loans identified as such — no doubt, there are more that escape public view — total about \$33 billion, almost double last year's figure and a thirtythreefold increase from 1983.

All this coincides with a burst of activity in the capital markets for floating rate notes. FRNs have all the characteristics of a syndicated bank loan — a fixed margin of interest over the London interbank rate — but are listed securities, and therefore, tradeable.

FRNs now account for the bulk of the business in the Eurodollar sector of the Eurobond market — about 52 percent so far this year, compared with 47.5 percent last year and only 29 percent in 1982. Smaller markets for FRNs denominated in sterling, European currencies, for which less profit than they had previously earned on direct loans.

Equally worrisome is the prospect that the banks now are motivated to blow up the volume of their activity — to boost current fee incomes. Will that push them to do business that increases long-term risk (swings swaps) or decrease long-term profitability (underwriting low-cost Euronotes)?

In other words, are the banks becoming addicted to volume, where the need to earn fees drives them to do business that runs counter to their own long-term profitability?

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## Gulf Deficits Limit OBU Recycling Role

By Anne Fyfe

**DUBAI** — When the offshore banking experiment was inaugurated in Bahrain 10 years ago, Manama in the world markets was envisaged as a conduit through which the surplus petrodollars of the Arab peninsula — the post-1981 oil glut was not in sight — would reach regional and international borrowers.

Bahrain would plug a gap in the time zones between the West and the Far East, and if the OBUs incidentally woke up the cozy world of Gulf commercial banking, that would be an added bonus, the argument ran. Implicit in the argument was the assumption that the neighbor-

boring monetary authorities, meaning the Saudi Arabian Monetary Agency principally, would not actively discourage the unit's recycling role.

The time-zone argument was overtaken by changes in working practices; the Gulf states' official surplus-managing bodies did not change their behavior in favor of Bahrain. In any case, the budgetary surpluses are now deficits and all the major authorities have acted to keep their liquidity out of Bahrain.

But only three OBUs have pulled out, out of the peak number of 78, and the rest, though slimmer in size, increased their lending by 15 percent last year.

SAMA's concerns have been to allow Saudi Arabia's own banks to grow in sophistication without unequal competition from the offshore units and to prevent its rivals from being traded beyond the monetary agency's control.

In 1979, the kingdom ceased pricing contracts in riyals and changed to dollars. This was done to reduce the demand for forward riyals, which Bahrain had hastened to meet; then in January 1983 came the key Saudi policy decision that the kingdom's banks were not to invite nonresident banks to participate in riyal syndications without prior permission from SAMA.

More than once since then, in its relatively frequent currency adjustments, SAMA has moved the riyal in the opposite direction to that on which Bahrain was speculating.

Both of the other erstwhile big-surplus sheikdoms, Kuwait and the United Arab Emirates, have had compelling domestic reasons to keep liquidity at home. Originally in Kuwait's case this was to encourage its dinar bond market, and then, in both cases, it was for the sake of their crisis-ridden domestic banks. These reasons are not about to disappear.

Nonetheless, nearly 70 percent of the offshore unit's funds are now what the Bahrain Monetary Authority classifies as regional origin, a proportion that has grown from about 50 percent in the earlier years. The dollar accounts for more than 70 percent of all assets and liabilities, but of the 22 percent of

liabilities that are in regional currencies, about two-thirds are thought to be offshore riyals.

Less than a quarter of their deposits (\$14.9 billion out of \$62.6 billion at the end of 1984 and \$12.6 billion out of \$57.2 billion in June 1985) are from nonbank sources. The high-cost, short-term nature of their funding continues to be one of the OBUs' main problems.

Assets peaked at \$63.5 billion in the first quarter of 1984 but at the end of 1984 failed for the first time to show a year-on-year rise, stagnating at \$62.69 billion. This compared with \$62.74 billion at the end of 1983. The end-first-half 1985 figure was down to \$57.2 billion.

Just under half of all assets are held in the region — a proportion that has declined in the 1980s — and just over half are held by the Arab banks, a proportion that is increasing at the expense of the European banks. Lending to nonbanks grew by 15 percent in 1984 to reach \$18.4 billion — which the Bahrain Monetary Agency sees as encouraging — but declined again in the first half of this year to \$16.9 billion.

Conducting the regional surpluses to borrowers translated into two main lines of activity, syndication and credit and servicing contractors working in Saudi Arabia. The slump in the volume of world syndications, the cash-flow problems and rescheduling now afflicting some large Saudi clients and the planned cutback in the size of the construction sector in the kingdom's fourth five-year plan (1985-90) have all been serious for the OBUs.

Arab Banking Corporation and Gulf International Bank, the two big-capital Arab offshore units that were created at the beginning of the experiment, said at the time that syndications just happened to be a convenient source of fee income for their early days, rather than a permanent specialization.

For others, a cocktail of trade financing (now in the doldrums with imports declining), money-market dealing and services to clients from the home country working in the region has turned out to be the daily content of the Bahrain

operation. For most, the combination of high-cost money, high local overheads and fine spreads in a market that is shrinking generally and in which the demand for Saudi riyals is unstable, has led in 1984 and 1985 to a profound identity crisis. The growth of London as an alternative center for riyal trading has not helped.

The three OBUs that have pulled out were in some sense not typical. One was Continental Illinois, the others Security Pacific and Banco Comercio e Industria de São Paulo. More indicative has been the closure of two fledgling rooms — Barclay's and Midland's. Cost-cutting and, in particular, staff reductions have become general.

For the future, assets in the Far East is the current vogue, together with fee-generating services and other individual paths, including personal portfolio management marketing, acquisitions in the case of Arab Banking and a complete turnaround in that of United Gulf Bank, which is switching to investment services — none of which constitute a niche in the world markets, which is Bahrain's exclusive preserve.

One of the reasons for the unattractiveness of regional risk is the very fundamental determining issue of the legal framework. When the client-bank relationship was a happy one back in the boom days, the issue that really defines whether the Gulf has a place in the world banking scene was veiled from sight.

Banking is a secular activity and the Gulf is not a secular society. Local courts are increasingly uncomfortable about enforcing non-Islamic law against Moslems in favor of banks; where they do, enforcing their judgments is not automatically feasible in real political terms. Neither Bahrain nor its neighbors seems close to resolving that contradiction.

For others, their lack of foreign reserves handicaps their ability either to finance their own exports or to guarantee payment of urgently needed imports such as spare parts, sophisticated medicines and advanced machinery.

One result of this capital shortage is a worrisome slowdown in world trade. After recovering from the worst and longest slump since World War II, world trade surged ahead at an average global growth rate of 9 percent in 1984 with the less developed countries actually outperforming the industrially developed nations. But so far this year, the rate of trade growth has declined drastically to only 3 percent or less and appears headed toward a new period of stagnation.



The clearance room at the Bank of Kuwait and the Middle East.

Ora Kunkel

## Financial Crises Heighten Trade Lending Risks

By David Tinnin

**ZURICH** — The financial crises that now grip most less developed countries are making the field of trade finance more risky and difficult than ever. The situation is painfully ironic since the debtor nations need to export in order to earn foreign currencies so that they can meet their debt-servicing obligations and thus qualify for new credits.

One of the reasons for the unattractiveness of regional risk is the very fundamental determining issue of the legal framework. When the client-bank relationship was a happy one back in the boom days, the issue that really defines whether the Gulf has a place in the world banking scene was veiled from sight.

Banking is a secular activity and the Gulf is not a secular society. Local courts are increasingly uncomfortable about enforcing non-Islamic law against Moslems in favor of banks; where they do, enforcing their judgments is not automatically feasible in real political terms. Neither Bahrain nor its neighbors seems close to resolving that contradiction.

This development worries economists at the General Agreement on Tariffs and Trade (GATT), the Geneva-based international organization that monitors world trade.

While not discounting the effects of protectionism on the stalling of world trade, GATT economists say a main cause is the great reduction in the flow of financial resources to the indebted countries. This slowdown has produced dislocations in the once-smooth working of trade finance procedures. One result is that the imports and exports of the 16 most heavily indebted countries declined substantially last year.

In order to stay in business, many companies in the industrialized world are compelled to export a large part of their output since their domestic market has long since become saturated. Hence, they and their banks are willing to make and finance sales to high-risk customers that only a few years ago would have been turned away. The catch is that these buyers usually lack the foreign exchange to pay for the purchase. Therefore, the sellers must enlist their banks to lend the money with which the purchasers can buy their goods.

For their part, the sellers often are buying capital goods from the industrialized countries in order to develop their own capacity to sell exports on the world market and thus earn foreign exchange.

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## A SPECIAL REPORT ON EUROMARKETS

**China Increasing Activities on World Markets**

By Patrick Smith

HONG KONG — As its modernization plans proceed, and as global interest rates decline, China is substantially increasing its activity in the world's major capital markets.

So far this year, Chinese institutions have issued \$818 million in medium-term debt instruments — seven fixed-rate bonds and a floating-rate certificate of deposit. Together these are worth more than four times the value of similar issues by China in the previous three years combined.

These securities amount to a tiny fraction of this year's new issues in the Eurobond market. But financial analysts here view them as an indication of China's growing familiarity with world markets and its increased desire to tap them.

"The Chinese have been dabbling in the capital markets for several years," said a banker with close ties to the mainland. "Now they recognize that there is a huge pool of money available for the megaprojects they will require to develop their economy."

As it has in the past, China is expected to continue stressing multilateral loans and government-to-government credits as primary sources of external finance. These include World Bank loans and export-import facilities tied to specific purchases of capital equipment from abroad.

But the drop in interest rates since their peaks in 1981 has made commercial sources of credit substantially more accessible to China.

Beyond this, China also wants its enterprises to learn how to survive

in an unsubsidized environment. And it has demonstrated some reluctance to use arrangements, such as supplier credits, that have stringent conditions attached to them.

Given these considerations, bankers here view China's entry into European and Asian debt markets as a logical step.

"They seem to have analyzed the options and recognized the bond markets as the best place to go," said Oliver Greeves, managing director of Chase Manhattan Asia in Hong Kong. "It's the cheapest money and the best terms."

In July, Mr. Greeves arranged a five-year, local-currency bond worth \$39 million for the China International Trust and Investment Corp. (Citic). At an interest rate of 9½ percent, it was the cheapest fixed-rate financing ever obtained in Hong Kong dollars.

Although many bankers bridle at the pricing, Chase formed a consortium of 17 underwriters, many of whom valued the opportunity to build relationships with a Chinese institution.

China has had similar experiences in other markets. This year it has placed \$474 million in four yen-denominated bonds issued in Tokyo and raised 300 million Deutsche marks (\$105 million at the exchange rates then prevailing) in two issues in Frankfurt.

Citic, a cabinet-level enterprise founded in 1979 to attract foreign investment, was responsible for one yen bond and one Deutsche mark bond; the rest were issued by the Bank of China, Beijing's foreign-exchange bank.

Both institutions on-lend their funds to specific projects, generally those generating their own foreign

exchange or those substituting domestic products for imports. The other priority is basic infrastructure, such as roads, harbors and energy projects.

Because much of China's investment is now concentrated on long-term development, Beijing is likely to avoid the syndicated-loan market, where funds are relatively expensive and extended for shorter terms.

Legal sources suggest that China is also avoiding the British and U.S. bond markets because of lingering disputes related to bonds issued before the Chinese revolution in 1949. Beijing, terming such issues "odious debts," has denied responsibility for them.

The Chinese are making salami-slicing gestures to test official reactions in various markets," a British attorney here said.

Thus far there has been no government opposition to Chinese debt issues in the markets that China has selected. Nor do bankers consider the old bonds a hindrance.

In London last September, the Bank of China skirted the problem by issuing a certificate of deposit — five-year, floating rate CDs worth \$200 million.

But bankers emphasize that China has so far taken a standard route through Tokyo and Europe to establish a reputation in the marketplace before submitting to stringent U.S. rating standards. In Tokyo, issues this year have had double-A and triple-A ratings.

Despite restrictions imposed this year on imports and foreign-exchange outflows, most bankers expect China to continue borrowing from commercial sources abroad, particularly in view of a dramatic drop in the nation's foreign-exchange reserves this year. And although hard-currency spending will be carefully controlled, investment authority is still being decentralized.

As an indication of this, bankers say institutions in Guangdong and Fujian provinces are likely to issue their own bonds next year. The Guangdong International Trust and Investment Corp. has already announced plans for issues in yen and Hong Kong dollars.

In the meantime, Singapore's general fortunes have nosedived and analysts are predicting a retraction of the economy by as much as 5 percent by the end of the year. This would be the country's worst economic performance in two decades.

The financial sector, which contributed an average of 10 percent of Singapore's gross domestic product



Construction in China's new economic zone at Shenzhen.

**Downside Risks Put Brake on Australian Market**

By Patricia Angly

SYDNEY — The continued slide of the Australian dollar, an overhang of available paper and concern about the lack of depth in secondary markets has put a brake on the EuroAustralian dollar market in recent weeks.

After a startling growth in late 1984 and the early part of this year (total volume of 10 issues in 1984 worth 361 million Australian dollars to 76 issues from January through September 1985 worth 3,715 billion dollars), a reduction in arbitrage spreads and a lack of institutional support have whittled away intrigue about what one Australian banker calls the "exotic currency" market in Europe.

"There is no doubt that there is a sign of overhang of paper now and quite a lot of Australian-denominated bond paper is directly looking for a home," said Paul Rizzo, the general manager international of the Melbourne-based ANZ banking group.

"I think it's because of the arbitrage that was available in the beginning with swaps and that isn't there now. Before it was a play on a combination of high interest rates and the feeling that the currency didn't have any downside risk. Now I think there are a lot of people holding paper they'd love to sell down.

According to a recent article in the Australian Financial Review, the early 1985 reaction to Australian paper was based on the idea that for European investors and analysts the Australian dollar was oversold relative to an underlying

Australian inflation rate of between 5 and 6 percent."

In the months of April, the Australian dollar had fallen from .85 to .66 against the U.S. dollar. On a trade-weighted basis the depreciation was 20 percent.

This month's renewed attack on the Australian dollar, dragged down at one point to .65 against the U.S. dollar, would have done nothing to improve the marketability of Aussie paper, which is already under siege due to the more general arguments that the Australian economy may not really be on the rebound.

It is a feeling shared now by many both within Australia and in international organizations and is based in part on a growth of the M3 money supply of over 14 percent, a public-sector borrowing requirement of 7.5 percent of gross national product and a current-account deficit of 5 percent of GNP. Figures released in mid-November showing a record 1.64 billion dollars current-account deficit for the month of October did nothing to relieve immediate uncertainty, pushing interest rates to a three-year high.

Trevor Rowe, a vice president of Salomon Bros. in Sydney, said: "If one wants to come to the EuroAustralian dollar market, right now with the outlook for the dollar it's not easy. There have been two issues in the last fortnight, but the frequency of issues has dried up and the market is certainly oversold. The street is as long as they say."

What is lacking in Europe is any institutional appetite for Australian paper.

Market watchers are also predicting the development of a zero coupon EuroAustralian-dollar issue or a EuroAustralian-dollar convertible issue.

According to Mr. Rowe, of Salomon Bros., "the Eurokiwi [New Zealand dollar] market has also been 'fairly difficult' during the year; it went fairly quiet but more recently there have been some new issues offering higher rates."

Two, led by Paribas, were each for 50 million New Zealand dollars over three years with an 18-percent coupon, well above the 16-percent prevailing for issues in August. The clients were Fiat and Paribas Luxembourg. The total kiwi-dollar figure for the Euromarket for 1984 and 1985 is nearly 2,684 billion New Zealand dollars.

The recent sluggishness of the New Zealand Euromarket may well be due in part to the watchful eye that the Reserve Bank of New Zealand keeps on offshore transactions. While there is no formal vetting in April 1985 in conjunction with the Treasury Department, the central bank introduced an "informal notification system" with regard to borrowers entering the New Zealand dollar Euromarket. And despite the reduction of issues the Reserve Bank made it clear again in early November that it wants to continue to "monitor the notification system."

And the fact that investors now have two other currency sectors offering comparable coupons and returns (the Eurofranc and Eurolira) may well mean that the EuroAustralian market in particular has already enjoyed its heyday.

**Singapore Remains Frustrated in Bid To Become Asia's Financial Center**

By Dinah Lee

growth over the past five years, now threatens to be the hardest hit area of the economy. Some banks are expected to report as much as a 15-percent drop in earnings this year over last year.

Moreover a continuing criticism of the market has been that much of the market has been that much of the Asiadollar business is speculative, with most transactions consisting of interbank credits.

Another development, the introduction of offshore banking units based in the United States, called International Banking Facilities, has resulted in the sharp decline in assets held by U.S. banks in offshore banking centers, including Singapore, according to an analysis of U.S. banking activity recently published by the American Express Bank in London.

Despite these setbacks, merchant bankers in Singapore say that the Singapore authorities appear satisfied with the performance of the Asiadollar market. But in terms of Singapore's growth into a financial center, they are clearly frustrated with the development of Singapore as a fund management center, the British banker added.

Despite the political uncertainties of the last two years, Hong Kong remains the region's predominant center for fund management.

Singapore has tried to draw more investment management away from other financial centers in various ways, most markedly by offering tax concessions to some of the banks that lend or borrow through offshore banking units, or Asian Currency Units. These are not units of currency, but separate foreign-currency departments in the banks. The tax concessions also apply to interest received by depositors.

So far, only eight of the 176 licensed Asian Currency Units operating in Singapore have been accorded the tax concessions, even though the Singapore government's expressed aim is to boost fee-based income for financial institutions.

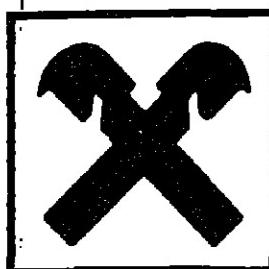
Mr. Hu, in a report last July in The Economist, said that the bulk of funds placed in Singapore for management comes from rich, private clients in the region.

"What's missing at the moment is large volumes of institutional money," he said. "The bulk of it is in New York, and even in Hong Kong they have substantially more institutional money being managed."

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## FUTURES AND OPTIONS

## SEC Seeks to Reduce Effects of Index Plays

By JAMES STERNGOOD

*New York Times Service*

**N**EW YORK — The fun may be drawing to a close on some of the complex arbitrage plays between stock-index options and the stock market as the Securities and Exchange Commission steps up its efforts to find a means of reducing the volatility that the investments can cause in the stock market.

The arbitrages have been controversial since April 1984, when the stock market suddenly leaped 12 points in the last hour of trading one day, bursting some investors and scaring many others.

This gyrating, and a spate of similar market moves last summer, were the result of investments that involve buying or selling stock-index options or futures, and taking an opposite position in a basket of the underlying stocks. The stock market can rise or fall sharply when these programs are initiated.

Congress, concerned that the stock market might be turning unfairly against the smaller investor, pressured the SEC to act. This resulted in a letter from Richard Chase, the commission's assistant director of market regulation, to the exchanges on Oct. 16 with suggestions for new rules. Since the commission has jurisdiction only over options, and not futures, the proposals only directly concern the index options.

Mr. Chase's letter proposed that the limit on how many index options an investor can hold be slowly reduced, or "telescoped," as expiration approached. For instance, he wrote, the limit of 15,000 contracts on the Standard & Poor's 100 option might be cut to 10,000 on the third day before expiration and to 3,000 on the expiration day. The options expire on the third Friday of each month.

A NOTHER suggestion was that the expiration dates of the different contracts might be staggered so as not to fall on the same day.

At a meeting on Nov. 14, the exchanges strongly resisted what they regarded as an arbitrary limit on legitimate market action. The Chicago Board Options Exchange insisted that, anyway, the stock market disruptions were growing smaller as more players jumped into the play.

The exchanges have proposed that an independent study by an academic be done on the subject before any changes are instituted. "What we're worried about is that the cure may be worse than the perceived disease," said Paul G. Stevens, executive vice president of the American Stock Exchange.

"We don't have any problem with a study," Mr. Chase said in a telephone interview. "But we don't want a delay."

Traders, too, have been unmoved by the arguments for telescoping. "I love volatility because I'm a trader," said Anthony C. Woodruff, an arbiter at Kidder, Peabody & Co. "These arbitrages compress market movements into shorter spans of time, but it just makes them do what they would have done anyway. I don't really like the idea of some new limits."

Mr. Chase emphasized that the commission was moving deliberately slowly on the issue and was not even convinced yet that it must create new rules. He added that the commission would be closely watching on Dec. 20, when major index options and futures all expire at once.

It was likely, Mr. Chase said, that the SEC and the Commodity Futures Trading Commission, which regulates index futures, would institute consistent rules on the two types of contracts.

(Continued on Page 17, Col. 1)

## Currency Rates

| Cross Rates  |        |        |        |        |        |        |        |        |       |
|--------------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
|              |        | E.     | D.M.   | F.F.   | G.P.   | Gdr.   | S.F.   | Yen    | £     |
| Amsterdam    | 2.085  | 4.229  | 12.045 | 24.925 | 1.0467 | 5.584  | 132.39 | 141.7  | 1.20  |
| Buenos Aires | 5.18   | 76.078 | 20.222 | 4.64   | 2.974  | 72.065 | —      | 24.69  | 25.60 |
| Frankfurt    | 2.38   | 3.761  | —      | 1.48   | 0.812  | 4.83   | 122.09 | —      | 1.27  |
| Hamburg      | 2.38   | 3.761  | —      | 1.48   | 0.812  | 4.83   | 122.09 | —      | 1.27  |
| Milan        | 1.7239 | 2.5739 | 47.52  | 2.5232 | 1.0000 | 75.725 | 121.25 | 121.25 | 1.20  |
| Moscow       | 0.6001 | 2.5232 | 7.008  | 1.2717 | 2.0004 | 5.125  | 21.0   | 28.45  | 1.20  |
| Paris        | 7.214  | 11.446 | 3.8475 | 4.5175 | 2.7865 | 15.653 | 3.7205 | 2.8495 | 1.20  |
| Tokyo        | 20.813 | 29.513 | 78.89  | 25.63  | 11.39  | 49.38  | 268.03 | 15.55  | 1.20  |
| Zurich       | 2.0713 | 3.8446 | 81.65  | 8.0211 | 7.271  | 4.0444 | —      | 1.844  | 1.20  |
| U.S.         | 10.174 | 14.874 | 4.0000 | 1.0000 | 1.0000 | 1.0000 | 172.88 | 1.0000 | 1.20  |
| U.K.         | 1.0000 | 1.0000 | 2.7081 | 1.0000 | 1.0000 | 1.0000 | 1.0000 | 1.0000 | 1.20  |
| U.S.D.       | 1.0000 | 1.0000 | 2.7081 | 1.0000 | 1.0000 | 1.0000 | 1.0000 | 1.0000 | 1.20  |

*Conditions in London and Zurich. Ratings in other European centers. New York rates of P.M.*

*(a) Commercial franc (b) Amounts needed to buy one pound (c) Amounts needed to buy one dollar (d) Units of 100 (e) Units of 1,000 (f) Units of 10,000 N.O.: not quoted; N.A.: not available.*

*(g) To buy one pound: \$0.53,465*

## Other Dollar Values

| Currency per U.S. dollar |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Austria, 1.00            | U.S. dollar              | 5.2455                   | 49.05                    | 49.05                    |
| Austria, 5               | U.S. dollar              | 1.2455                   | 12.455                   | 12.455                   |
| Austria, 10              | U.S. dollar              | 0.2455                   | 2.455                    | 2.455                    |
| Austria, 50              | U.S. dollar              | 0.02455                  | 0.2455                   | 0.2455                   |
| Austria, 100             | U.S. dollar              | 0.012455                 | 0.12455                  | 0.12455                  |
| Austria, 500             | U.S. dollar              | 0.002455                 | 0.02455                  | 0.02455                  |
| Austria, 1,000           | U.S. dollar              | 0.0012455                | 0.012455                 | 0.012455                 |
| Austria, 5,000           | U.S. dollar              | 0.0002455                | 0.002455                 | 0.002455                 |
| Austria, 10,000          | U.S. dollar              | 0.00012455               | 0.0012455                | 0.0012455                |
| Austria, 50,000          | U.S. dollar              | 0.00002455               | 0.0002455                | 0.0002455                |
| Austria, 100,000         | U.S. dollar              | 0.000012455              | 0.00012455               | 0.00012455               |
| Austria, 500,000         | U.S. dollar              | 0.000002455              | 0.00002455               | 0.00002455               |
| Austria, 1,000,000       | U.S. dollar              | 0.0000012455             | 0.000012455              | 0.000012455              |

*Source: Morgan Guaranty (dollar, DM, SF, Pound, FF); Leyte Bank (ECU); Reuters (SDR). Rates convertible to interbank dollars at \$1 million minimum for each country.*

*SDR: International Monetary Fund.*

*DM: Deutsche Mark.*

*SF: Swiss franc.*

*Pound: British pound.*

*FF: French franc.*

*ECU: European currency unit.*

*SDR: Special Drawing Rights.*

*SDR: International Monetary Fund.*

*SD*



## \*\* BUSINESS ROUNDUP

**\$1.3-Billion Offer Made For National Gypsum**

(Compiled by Our Staff From Dispatches)

DALLAS — An investor group led by senior executives of National Gypsum Co. announced a proposal Monday to acquire the company in a leveraged buyout valued at up to \$1.31 billion.

Under the plan, the 22.8 million shares outstanding of the Dallas-based company could be exchanged for a package of \$923.4 million in cash and \$387.6 million in securities.

**Baxter Announces 6,000 Layoffs**

Reuters

CHICAGO — Baxter Travenol Laboratories Inc. plans to lay off 6,000 to 6,500 workers, or 10 percent of the combined Baxter and American Hospital Supply Corp. work force, Baxter announced Monday.

The move is part of a plan to consolidate the two companies' operations, Baxter said. It follows a \$3.8-billion merger of the concerns announced in July.

Vernon R. Loucks, Baxter's president, was named president and chairman of the combined companies Friday at a special meeting of Baxter shareholders that approved the merger. Concerning the separation of power between the two companies, Mr. Loucks said: "We're looking at a team management approach that is in essence a 50-50 kind of thing. The merged company is too big for one person to operate," he added.

**Arab National Posts 19% Fall in Net**

Reuters

JEDDAH — Arab National Bank reported Monday an 18.6-percent decline in net income in the first three quarters of 1985.

The report comes as banks in Saudi Arabia face growing pressure on earnings as oil revenues and government expenditure decline. Last week Saudi American bank reported a 22-percent profit decline in the first nine months of this year.

In an unaudited statement, Arab National said net for the nine months ended Sept. 30, 1985, was \$6.8 million (riyals \$44 million), compared with \$19.6 million (riyals) in the same period last year. Net for all of 1984 was \$24.6 million (riyals).

**Brazil Plans to Shrink State's Role**

(Continued from Page 15)

1986, in fact account for only 15 percent of economic production and 29 percent of investment, albeit remaining highly visible; the government owns nine of Brazil's 10 largest companies.

Petrobras was chosen to initiate the program, which the government prefers to describe as "destatization," because it has a good profit record and some of its shares are already traded. In this case, in an effort to attract first-time investors, the stock will first be sold in small lots through 15,000 bank and brokerage offices around the country.

The operation has also enabled the government to assure alarmed nationalists that it will not surrender control of Petrobras or other large corporations active in strategic areas. The shares being put on the market this week represent only 6.6 percent of the preferential stock and, while they can be acquired by foreigners, their holders have no right to vote.

Henri Philippe Reichert, head of state enterprises in the Planning Ministry, said this same method could also apply to shares in the mining giant, Companhia Vale do Rio Doce, the Telebras telecommunications corporation and Post and Telegraph Co., all of them in healthy financial condition.

He added that after completion of a World Bank-assisted program to capitalize and reorganize the Eletrobras electricity monopoly and the Siderbras steel company, their shares should be marketable.

**SEC Acts on Options' Effects**

(Continued from Page 15)

Just the mention of options has long had the ability to scare corporate treasurers. Rightly or wrongly, options carry a reputation of being the tool of a gambler, not of a prudent investor.

"There's an old corporate adage: Nobody ever makes money trading options," said Gil L. Leideneker,

**China's Trade With U.S. Grows**

Reuters

BEIJING — Trade between China and the United States rose to \$3.04 billion in the first eight months of this year from \$4 billion in the year-earlier period, the U.S. Embassy said Monday.

A statement said U.S. exports rose to \$2.36 billion from \$1.71 billion, free alongside ship. U.S. imports, on cost, insurance, freight basis, grew to \$2.68 billion from \$2.29 billion.

China's main purchases from the United States were logs and lumber, coal, machinery, fertilizers, scientific instruments and commercial aircraft, the embassy said.

**China, U.S. Firm Are Said to Plan An Oil Refinery**

Reuters

HONG KONG — China's government-run Shenzhen Gulf Petrochemical Industrial Corp. is planning to set up a joint venture with a privately held U.S. company to build an oil refinery in southern China near Hong Kong, an official of the Chinese concern said Monday.

Shenzhen Gulf, chief engineer of Shenzhen Gulf, said the company has signed an agreement with Security Exchange Diversified Investment Associates to jointly invest \$150 million in the refinery, to be located in the Shenzhen special economic zone.

The plant will have a refining capacity of 1.5 million tons of petroleum products a year, he said.

The joint venture still requires Beijing's approval, but a contract is likely to be signed in March of next year, Mr. Wu said.

He said the plant is part of a plan to develop Shenzhen as a refining and support base for oil operations in the South China Sea.

**COMPANY NOTES**

Eustis Securities said it and Dillon Read & Co. are lead-managing a placement of one million "A" free shares of Saab Scania AB, the Swedish motor and aerospace group, purchased from the Knut and Alice Wallenberg Foundation to raise \$42 million (\$56.1 million).

Fermento AB of Sweden is to buy an antibiotics plant owned by Gruppo Lepetit SpA, the Italian pharmaceutical subsidiary of the U.S. Dow Chemical group, within the next two months. The plant, in Rovereto, northeast Italy, is one of the biggest in Europe. Terms were not announced.

GTM Entrepose, a French construction group that is a subsidiary of state group Vallourec, has won a 350-million-franc (\$44.6-million) contract to supply civil engineering for Singapore's elevated mass transit system.

Hitachi Ltd. of Japan will build a new computer disk storage assembly plant in Norman, Oklahoma, that will employ more than 500 employees by 1991. The plant will be capitalized at \$9 million, but a

total of \$45 million will be invested in the plant in the next five years.

Hyundai Corp.'s chairman, Chung Ju Yung, in a 70th birthday interview, said that cars, electronics and semiconductors will be the major business areas of his South Korean group in the future and for the time being it would not make additional investments in construction and shipbuilding.

LTV Corp. said the union membership at its Gulf States Steel Corp. unit, a Gadsden, Alabama, steel mill, has approved the acquisition of Gulf States for undisclosed terms by the unit's employee stock ownership plan. LTV was required to divest the unit after it acquired Republic Steel Corp.

Matsushita Electronic Components Europe, Gmbh of Japan is seeking a production site in Europe because of increasing demand for videotape recorder and color television tuners, a company spokesman said. The company produces about 50,000 tuners a month.

Pacer Inc., a U.S. commercial vehicle producer, is expected to sign an agreement this year with Volkswagen AG to market Brazilian-made VW trucks in North America.

Renault, the French state-owned automaker, is closing its Flins plant, west of Paris, for two days as part of a series of brief closures to avert overproduction. The plant employs 14,000 workers.

Todd Shipyards Corp., the largest independent U.S. shipbuilding company, said about 2,26 million Aro Corp. shares, more than 94 percent of those outstanding, were tendered in response to its offer. Aro manufactures air-powered equipment.

**Peugeot Pins Its Hopes for Revival on the Newly Launched 309 Sedan**

Reuters

PARIS — Peugeot SA hopes its new 309 sedan can restore the company to profit next year.

The early signs look promising. The privately owned French automaker expects to break even this year after casting losses sharply in 1984. Good sales of Peugeot's small two-door 205 model contributed to the better results.

The medium-sized 309 was launched last month, and the company says initial sales are encouraging.

The revival in Peugeot's fortunes follows losses over the past four years of about 7 billion francs (\$857.4 million), and comes when its state-owned rival, Renault, is having record monthly losses.

Both companies have suffered from labor disputes over the past two years, mainly over attempts to cut the work force and modernize equipment.

But Peugeot has fared better in terms of sales, winning 34.3 percent of the domestic new car market in the first 10 months of this year, compared with Renault's 29-percent share.

During the first nine months, Peugeot had an 11.2-percent European market share, unchanged from a year earlier and just ahead of Renault, whose share eased 0.1 percent, to 10.7 percent.

Since its launch on Oct. 17, Peugeot has received 25,000 registered orders for the 309 and 305 sedans, contrast with the initially disappointing public reaction to the Renault Supercinq model introduced a year ago.

As the successor to the highly successful Renault 5, a small two-door car especially suited for city driving, market analysts said the Supercinq suffered at first from being too similar to its predecessor.

While sales have improved in recent months, Renault has been grappling since early 1984 with losses running at around one billion francs a month.

With Peugeot's launch of the 309, the immediate battleground between the two French auto giants moves to medium-range models.

"The importance of the 309 is that we have become a little absent from the so-called lower-medium range of the market," Jean Boulin, chairman of the group's profitable Automobiles Peugeot division, said recently. "This car will permit us to plug a gap on the European market."

The 309, priced at between \$3,000 and 80,000 francs, is being marketed as a direct competitor with the Renault 11, Ford Escort, Fiat Ritmo, Opel Kadett and Volkswagen Golf.

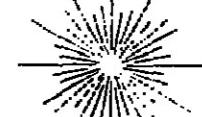
British Midlands, where the right-hand drive model is being produced.

Much of the 2.5 billion francs the 309 model comes as labor relations in the French car industry remain overshadowed by the depressed state of the new car market. This has led to severe job cuts.

next May, Ryon is scheduled to turn out 200 Peugeot 309s a day.

The introduction last month of the 309 model comes as labor relations in the French car industry remain overshadowed by the depressed state of the new car market. This has led to severe job cuts.

## THE TOP FRENCH QUALITY FIRMS

**Louis Vuitton: Setting the Pace**

Henry Racamier, President



A second Parisian shop opened on Nov. 6 on the elegant Avenue Montaigne, next month stores open in Vienna and Venice and in 1986, ones are scheduled for Sydney, Bermuda and Beijing. This expertise will be used to promote the international distribution of the Spanish leather firm, Loewe, with whom they are creating an international subsidiary. Vuitton's distinctive status-symbol Monogram line, soon to celebrate its 90th birthday, remains an undisputed superstar, but the company is

busy researching and producing new designs that Racamier calls "alternatives, not replacements" to their celebrated canvas. Stratos, a technically updated suitcase, came out in September and a new line in vividly colored leathers called Epi has already had an enthusiastic reception.

Technology never eschews craftsmanship as Louis Vuitton and a large proportion of work is still done by hand. For example, Racamier says, "What is cut by our new system of laser is then sewn by hand." Winner of the 1985 French Grand Prix for International Communication, Vuitton has proved as much a pioneer in the art of corporate image-building as that of travel, acclaimed for their art photo advertising by Jean Lariviere. Next year they are sponsoring a series of prestigious events from January's La Travissat at the Paris Opera to the Louis Vuitton Cup for the winner of the America's Cup challenger races in Western Australia. A containerized travelling exhibition, shown in London at the Victoria and Albert, is now at Milan's Di Storia Contemporanea museum and will be at the Cooper Hewitt in New York next spring.

AN ASSOCIATION OF THE MOST PRESTIGIOUS NAMES OF THE FRENCH "ART DE VIVRE": 10 RUE DU LAZARTE, 75008 PARIS

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## SPORTS

JULY 1985

## Raiders Nip Broncos On Kick in Overtime

*The Associated Press*

**LOS ANGELES** — Chris Bahr, getting a second chance, kicked a 32-yard field goal at 2:42 of overtime Sunday to give the Los Angeles Raiders a 31-28 National Football League victory over the Denver Broncos. Bahr had missed a 40-yard field that would have given the Raiders the victory on the final play in regulation.

"I hit them both well," Bahr said. "One I missed, I hit as well as."

**NFL ROUNDUP**

any hit all year. I shocked me to see it go wide. It's nice to get the second chance, but I don't care if we get a safety, as long as we get the winning points."

The decision left the co-leaders of the Western Division of the American Football Conference with 8-4 records. They will meet again Dec. 8 in Denver.

The Raiders needed only five plays to move from their 20-yard line to the Bronco 14, putting them in position for Bahr's winning kick. Marcus Allen, who gained 173 yards on 24 carries for the day, started the drive with a 14-yard run. Two plays later, quarterback Marc Wilson fired a 42-yard pass to wide receiver Dokis Williams to put Bahr in range.

Denver had tied the game, 28-28, with 11:59 left in the fourth period on a 3-yard plunge by Steve Sewell. The Broncos drove 56 yards on 10 plays following an interception and 24-yard return by cornerback Louis Wright.

Denver took a 7-0 lead on the first of quarterback John Elway's three touchdown passes, a 16-yarder to wide receiver Steve Watson with 5:13 remaining in the first quarter. The Raiders needed only 22 seconds to tie it. After Fulton Walker returned the kickoff 27 yards to the Los Angeles 56-yard line, Allen went 61 yards — his longest run ever in a regular-season game — for a touchdown.

The Broncos made it 14-14 at 2:36 of the second period on a 9-yard shovel pass from Elway to running back Gerald Wilhite, capping a 78-yard, 16-play drive. But the Raiders quickly moved 68 yards on six plays to make it 14-14, the touch-down coming on a 17-yard pass from Wilson to tight end Todd Christensen.

For the game, Wilson completed 16 of 34 pass attempts for 238 yards and was picked off three times. Elway finished with 19 completions in 32 attempts for 164 yards. He did not throw an interception.

Denver went ahead, 21-14, 59 seconds before halftime on a 6-yarder from Elway to tight end Clarence Kay. Los Angeles tied the score again at 6:05 of the third quarter on a 3-yard pass from Wilson to tight end Terry Jenkins.

The Raiders took the lead for the first time with 3:28 to go in the quarter on a 1-yard bootleg by Wilson; that capped a 12-play drive following a surprise onside kickoff which kicker Bahr recovered at the Denver 48.

**SCOREBOARD****Basketball****National Basketball Association Standings**

| EASTERN CONFERENCE |    |    |   |    |    |
|--------------------|----|----|---|----|----|
| Atlantic Division  |    |    |   |    |    |
| Boston             | 11 | 5  | 2 | GB | 10 |
| New Jersey         | 9  | 7  | 3 | 3  | 2  |
| Philadelphia       | 6  | 7  | 4 | 2  | 5  |
| Washington         | 5  | 8  | 4 | 2  | 4  |
| New York           | 10 | 11 | 1 | 1  | 2  |
| Altoona            | 13 | 5  | 2 | 2  | 2  |
| Detroit            | 10 | 5  | 4 | 2  | 1  |
| Atlanta            | 7  | 8  | 4 | 2  | 1  |
| Chicago            | 6  | 7  | 4 | 2  | 1  |
| Cleveland          | 4  | 10 | 3 | 2  | 1  |
| Toronto            | 3  | 10 | 2 | 2  | 1  |
| Central Division   |    |    |   |    |    |
| Altoona            | 13 | 5  | 2 | 2  | 2  |
| Detroit            | 10 | 5  | 4 | 2  | 1  |
| Atlanta            | 7  | 8  | 4 | 2  | 1  |
| Chicago            | 6  | 7  | 4 | 2  | 1  |
| Cleveland          | 4  | 10 | 3 | 2  | 1  |
| Toronto            | 3  | 10 | 2 | 2  | 1  |
| WESTERN CONFERENCE |    |    |   |    |    |
| Midwest Division   |    |    |   |    |    |
| Chicago            | 11 | 5  | 2 | 2  | 1  |
| St. Louis          | 10 | 5  | 4 | 2  | 1  |
| Minneapolis        | 9  | 7  | 3 | 2  | 1  |
| Seattle            | 8  | 8  | 4 | 2  | 1  |
| Phoenix            | 7  | 10 | 3 | 2  | 1  |
| Pacific Division   |    |    |   |    |    |
| LA Lakers          | 2  | 2  | 1 | 0  | 0  |
| Portland           | 10 | 7  | 2 | 0  | 0  |
| Oakland            | 8  | 7  | 2 | 0  | 0  |
| Seattle            | 7  | 8  | 4 | 2  | 1  |
| Phoenix            | 7  | 10 | 3 | 2  | 1  |
| AFC                |    |    |   |    |    |
| Chiefs             | 20 | 10 | 7 | 2  | 1  |
| Broncos            | 11 | 5  | 2 | 2  | 1  |
| Bills              | 10 | 5  | 4 | 2  | 1  |
| Steelers           | 9  | 7  | 3 | 2  | 1  |
| Patriots           | 8  | 8  | 4 | 2  | 1  |
| Redskins           | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
| Giants             | 9  | 7  | 3 | 2  | 1  |
| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| WFC                |    |    |   |    |    |
| Redskins           | 11 | 5  | 2 | 2  | 1  |
| Browns             | 10 | 5  | 4 | 2  | 1  |
| Giants             | 9  | 7  | 3 | 2  | 1  |
| Cardinals          | 8  | 8  | 4 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
| Giants             | 9  | 7  | 3 | 2  | 1  |
| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
| Giants             | 9  | 7  | 3 | 2  | 1  |
| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
| Giants             | 9  | 7  | 3 | 2  | 1  |
| Redskins           | 8  | 8  | 4 | 2  | 1  |
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| NFC                |    |    |   |    |    |
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| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
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| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
| Giants             | 9  | 7  | 3 | 2  | 1  |
| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
| Giants             | 9  | 7  | 3 | 2  | 1  |
| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
| Giants             | 9  | 7  | 3 | 2  | 1  |
| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
| Giants             | 9  | 7  | 3 | 2  | 1  |
| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
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| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
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| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
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| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
| Browns             | 11 | 5  | 2 | 2  | 1  |
| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
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| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |
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| Buccaneers         | 10 | 5  | 4 | 2  | 1  |
| Giants             | 9  | 7  | 3 | 2  | 1  |
| Redskins           | 8  | 8  | 4 | 2  | 1  |
| Cardinals          | 7  | 10 | 3 | 2  | 1  |
| NFC                |    |    |   |    |    |

